

Secret #1,2 of Master Prospectors:
Master Prospectors do not sit on their Assets!
Master Prospectors are Consistently Consistent
Monday conf call 05/05/08

South Africa

**Cancun: Two weeks to go...double points so easiest of all
Incentives...just 5 All Stars and you are there**

**The book: “17 Secrets of Master Prospectors” John Kalench
(Available at www.amazon.com)
(Participate in the daily worksheet to get the most)**

Chapter 1: Take Action

1. Purpose of Education

a. Not to gain knowledge, but to take action

Education is not about learning the right thing to do, it is
about learning FROM what we do

We can spend months learning about how to do it right, but
we are not sure how its going to work out until we take
action!

b. Take BIG action

Your chance of big results are much greater

Will you make mistakes? Absolutely

Two reactions to mistakes...which one are you?

(1) “That did not work, I knew it wouldn’t. I will
never try something like that again.”

(2) “Well, that didn’t work...back to the drawing
board. There has got to be a better way; it is working
for others, so I know it can work for me!”

Master Prospectors make big mistakes...because they have a
bias for action.

c. Being in action, big action, is one of the keys to their success.

That is what education is really all about: learning how to risk and
take big action.

2. Making Educated Choices

a. The whole part of acquiring knowledge is to enable you to make
more educated choices. The more experienced and educated the

choosing, the better your results.

(1) How do you make more educated choices?

By having more experiences.

(2) How do we experience more?

By constantly taking action.

b. How many of you know people who have been working 20 years. In reality, what they have actually experienced is 1 year repeated 20 times! Doing the same thing over and over again...gets you what???

c. Master Prospectors are never content with the status quo of what they know and do. They are constantly challenging and stretching themselves.

3. The Shortest Distance

a. The shortest distance between two points is a straight line. This is true, **ONLY IF YOU ARE IN MOTION!**

But you should always be in motion, whether you see the direct path or not...you just need to make adjustments as you go along the way.

b. Astronauts have a target and they are off course 97% of the way.

c. Your success in network marketing will not be based on how straight your line is. Your success will more than likely be determined by how fast and willing you are to correct and adjust the actions you now take.

So, the key to Secret #1 is taking action, putting yourself into motion, and then having the wisdom to correct and adjust your actions to stay on course.

4. The Law of Precession (the Law of Side Effects)

by Buckminster Fuller

When a body is in motion towards another body (because of gravity or it is simply attracted to it), then always-at a 90% right angle to that line of attraction-there is an equal if not greater result that is being generated.

a. Examples: The earth is pulled to the sun. The right angle action is called orbit.

A bee is attracted to the flower...the right angle action is called cross

pollination.

The side effect...occurring almost inadvertently...is sometimes the most powerful aspect of the entire attraction.

How does this apply to networking??

Let's say you are attracted to money. Have you ever witnessed people who pursue money above all else? What side effect does the Law frequently create for them? Greed! Imbalance in their lives-like health, family and relationships that is very costly.

Now, let's say you love mission...money is nothing more than a tool so should never be the main attraction. We instead focus all our attention on making a difference in people's lives, adding value to their lives.

Definition of success...it does not lie in the destination of achieving a certain amount of money but rather in the journey...the day to day pleasure and joy of what we do in the pursuit. When money becomes the cause of what we do, we can easily compromise who we are and what we want to be. When money becomes the effect of what we love to do, then we are being true to ourselves.

Master Prospectors are well aware of this Universal Law of Precession. Their passion is to add value to others and is many times far greater than any attraction to money. The side effect to their total commitment to add value to peoples' lives is great abundance-abundant relationships, an abundance of love, contribution, health and joy-as well as abundance of money. See how this applies to one of the laws of Go-Giver...

ACTION STEPS TO MASTER SECRET #1:

(write one page on each of these three topics)

1. As I build my successful Network Marketing business. how do I see myself adding value to others along the way?
2. Knowing that I deserve to be abundant and prosperous, what side effects do I want to create in my life as a result of my attraction towards money?
3. What actions (the bigger the better) can I begin to take that will move me towards my goals?

Chapter 2: Consistently Consistent

1. Consistently Consistent: What does this mean?

a. This business as any has peaks and valleys

Goal: That your attitude and your approach to the business are consistent... and they are consistently consistent.

No roller coaster of emotional highs and lows.

Illustration of Graph: NS axis is Enthusiasm and EW is Number of People...What was missing when Harry was at 10 in Enthusiasm?

2. Enthusiasm = Personal Belief

This is a universal law of attitude

Belief is a lot like gravity...no matter how enthusiastic you are, your beliefs will pull on your excitement until your enthusiasm and your beliefs are congruent.

Go back to the Graph...master prospectors have a belief at 8 or 9 and that is where their enthusiasm stays whether a prospect says yes or no.

3. What Personal Beliefs are Critical to Network Marketing?

a. A Belief in Yourself

How do I improve that?

Build a foundation of self-esteem, self-worth

Be authentic as a foundation...we tend to live lies

Acknowledge your most important values and live your life consistent with them

a. A Belief in Others

Is it true that your success will be directly dependent upon the level of service you give to the people you choose to serve?

The paradox: You must choose not to think like the people you choose to serve.

Think of the conversations you get from your group...excuses, whining, it does not work, etc. instead of solutions.

You are a leader: *a great leader has a stronger belief in the*

potential of his people than his people have in their own potential.

Build a tight inner circle of people who are committed to their beliefs-beliefs that may be the exact opposite of those of the masses- who want to lead.

c. Belief in your Company/Products

Look beyond the company and get to know the real people behind the principles of the company.

Evaluate the value of the products, the drive of the company

d. Belief in your Industry, Network Marketing

You need to love Network Marketing

As long as you do not give up on networking, it will not give up on you.

Network Marketing is the road and Mannatech is the vehicle

It is the source of the opportunity for you.

ACTION STEPS TO MASTER SECRET #2:

Work through the Attached Belief Scale

Take action to get your beliefs to 10 in each category!

Self-Scoring Belief Scale

Use this scale daily to monitor your level of conviction in the 6 core areas of Success and Leadership. In areas where you may need strengthening, use the belief quotes several times a day as AFFIRMATIONS until you score 100% in those areas.

1) PRODUCT

The Mannatech products are absolutely the best, most cutting-edge nutritional products available anywhere. They are backed by solid scientific validation and everyone I know will benefit from them. Because of the benefits they provide, these products are a tremendous value. In fact, they are under-priced!

0% _____ 100%

2) COMPENSATION

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.

0% _____ 100%

3) CORPORATE AND UPLINE LEADERSHIP

I have complete faith and confidence in Mannatech's owners and corporate leaders. They are visionaries who are transforming both the healthcare industry and network marketing. In addition, I have total faith and confidence in my upline's ability to train me well and help me reach my goals.

0% _____ 100%

4) NETWORK MARKETING

Network Marketing is the absolute best 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!

0% _____ 100%

5) PERSONAL SUCCESS

I am now 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!

0% _____ 100%

6) LEADERSHIP ABILITY

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 excited to be enrolling new All Stars into my success team every week.

0% _____ 100%