

# "Success Acceleration" by Tony Jeary

## Monday Call, April 2, 2012

- Mannafest 2012 – April 12-14... It is not too late to get there!
- Navig8 Users: Make sure you add your Mannatech Account # to your user profile so with the transition to Mannatech you keep your username.

### Introduction:

Success: how do we define it?

The premise of this book is that the process of achieving success can be expedited if we are willing to change. If you are not willing to change, then you won't.

### 1. Foundations

#### a. Belief Window

1) We make all our decisions from our belief window. Exercise 2 in his "Strategic Acceleration" book. We establish our life "rules" based on these beliefs and we establish a behavior pattern according to those rules.

2) When we finally recognize our ability to control what goes into our belief windows, we can take control of our actions by conducting "surgery" on the beliefs...to experience accelerated success.

3) In formulating your Belief Window, write down what you believe and then review the Bible (Chapter 5,6, and 7 of Matthew, Proverbs, and 12th chapter of Romans). Align the relevant scripture to your "corrected" belief. Insecurities caused by false principles in your belief window produce fear...and fear paralyzes success.

"Education is a progressive discovery of our own ignorance." Will Durant

#### b. A Well Managed Life

1) Good life management skills are essential for sustaining the discipline needed to produce continued success.

2) Six basic elements common to all human existence and how we combine them provides the evidence of life management:

Spiritual, Social, Educational, Home and Family, Physical and Health, Financial (called "Balance Wheel of Life")

3) Need to set goals in each of these areas, otherwise we are just letting life happen. The most important goals we set are those that last for eternity.

4) In the book he reviews each one of these respective areas and how critical they are. Focus on relationships, becoming a better listener, and this will support you in virtually all areas.

5) "Success is only achieved through the effective use of our time and resources and by finding the right balance within each of the six areas of life."

#### c. A Winning Attitude

1) Three components-confidence, persistence and enthusiasm-are key ingredients required for a winning attitude.

Merriam-Webster dictionary Winner: "one that is successful especially through praiseworthy ability and hard work." What is your belief window around winning?

2) Confidence: knowing you can whatever it is that has to be done.

Confident people are not afraid to try new things or take risks. How to achieve this? Confidence comes from our belief about ourselves and it either grows or diminishes with the results we achieve and the attitudes of people with whom we associate. Ways we can increase confidence:

Frequently acknowledge achievements

Keep all letters you receive from clients, etc.

Winning experiences and confidence are a cyclical relationship.

"Experience, accomplishments, knowledge, and understanding all work together to produce confidence-and competence as well."

3) Persistence: to have the courage to overcome difficulties or opposition.

Answer five questions to see where you are:

(1) Do you have a clear understanding of your reasons for setting this new goal?

(2) Have you carefully considered the potential ramifications and benefits?

(3) Have you anticipated the potential situations that might tempt you to quit?

(4) Are you doing this for yourself, or only for someone else?

(5) Do you think you will enjoy doing what you want to?

If 3 or more are No's, you are not clear what you want and will probably fail.

4) Enthusiasm: inspired.

It is something that naturally flows out of us when we are 100% committed to what we are striving to accomplish.

## 2. Strategies

### a. Success Requires Action

1) Planning and action essential. Taking the same actions that have not been working is not the answer. Good plan and correct action is required. You can not keep doing the same things... change and do it now.

2) Changing our action usually involves going through 4 stages of awareness and competence:

(1) Unconscious Incompetence: we don't know what we don't know

(2) Conscious Incompetence: we are aware we don't know but are aware we lack the ability to accomplish the task.

(3) Conscious Competence: we are taking action to overcome our lack of ability

(4) Unconscious Competence: the action we take becomes second nature to us

3) Goal setting: nothing happens until we set our sights on where we want to go. SMART; three things he suggests:

(1) Set realistic goals that stretch you but are achievable

(2) Review and thoroughly evaluate the progress on your goals at least 4 times per year

(3) Share your goals with others and seek their help and assistance

The third issue here is probably what you least do...he feels it is crucial.

b. Maximizing Personal Effectiveness

1) Effective people generally show the following five characteristics:

(1) Accept responsibility

(2) Get results

(3) Energetic

(4) Competent

(5) Open to correcting principles in their belief windows

2) Time..all five qualities are related to time...they understand the nature of time and maximizing it. They recognize it is our most valuable asset, and our only limited asset.

How you answer the following questions will determine how well you are performing in time management:

(1) What time do you start each day?

(2) Are you an "on-time" person?

(3) When you have a project to do, how much time do you spend "getting ready" before you start?

(4) What are your top three time-wasting activities?

(5) Do you scramble to meet deadlines?

Develop a strategy for maximizing your effectiveness in the time dedicated.

"Virtually every successful person has a plan or a blueprint for the actions he wants to take, and this preplanning requires the development of a strong strategy."

c. Planning, Goals Setting, and Speed

1) "First say to yourself what you would be, and then do what you have to do."  
Epictetus

Tony has a goals book of over 85 pages...he accumulates and reviews every quarter. This is his way of creating maximum results.

2) The planning process: must contain the following elements

(1) A vision for the future

The ability to visualize the future is critical for your success.

(2) An Objective Analysis of Current Conditions

(3) A commitment to setting goals

A plan without goals is not a plan.

(4) A plan for accomplishing those goals.

Four keys to determining what must be done to accomplish our goals

(a) Specific action steps

(b) Embedded time lines

(c) Measured success (Critical Success Factors)

(d) Tools and Resources

3) The people factor

In order to accomplish your goals know that other people are always a factor.

Don't suffer from the "Lone Ranger Syndrome". Although you may come up with good ideas, being most effective in carrying them out is dependent on others.

4) Speed...learning from others will allow us to achieve results at a greater speed.

### 3. Tactics

#### a. You can't do it alone

1) Tony believes the most valuable asset he has is his "connection base" of friends, associates and business contacts

The same thinking that got you where you are is not going to get you to greater levels. So need other people to support you thinking differently.

Everyone has had different experiences and has something to offer.

We are dependent on the acquisition of information to spur our reasoning processes and stimulate our creative juices. Learning from others will accelerate your success, and improve your productivity.

2) New information fuels the success engine. It is a mindset that we are in need of new information/help that will fuel our greatest success.

Strategy: I need other people to help me be successful.

Build your own "Connection Base"

#### b. Learn from the Winners

1) "Modeling Distinctions"

Distinctions are what make one stand out from others. Study the distinctions of those who are very successful in Mannatech, evaluate, and commit to making them yours.

2) Benchmarking: an activity designed to discover and attain an understanding of the best specific practices responsible for outstanding achievement. Allows you to avoid making all the mistakes in experimenting.

Develop "best practices" in all critical areas of your business by once again "benchmarking."

3) "Benchmarking" is critical for success acceleration...for any characteristic you may want to improve on (organization, relationships, opening new conversations, etc.), find a person who is great in this area and learn about what they do, how they do it, etc. You can overcome any shortcoming by doing this.

Tony reads over 100 books every year and does a 2 page summary of distinctions that can serve him.

#### c. The Power of your Presentations

"I firmly believe that the people who become most successful are those who are able to skillfully convince and persuade other people."

1) Presentations are not just in front of groups but every time we try to get agreement from another person.

"One of the best way to persuade others is with your ears - listening to them."

Dean Rusk

2) Dale Carnegie wrote that 85% of a person's financial success is related to his or her personality and ability to lead people. Thus, the presentation skill is the "undiscovered secret of success."

3) What are you doing to improve yours? Build a plan and follow it.

People's decisions are based on three things;

(1) what they believe (so I have to help them believe what I say)

(2) how they think, and (I have to relate to how they think)

(3) how they feel about things (I have to help the person feel good about helping me)

Manipulation...they do it but don't believe it

Build a WIN WIN in every opportunity.

All 4 standard keys to success (goal setting, strong work ethic, positive attitude, discipline and persistence) require good presentation (communication) skills or they will not produce the best results.

4) Recognize every time you are with a person you are building a Mental Savings Account with them. Important factors: being authentic, truthful, eye contact, listening well, body language, empathy, adjusting vocabulary, using the preferred medium of communication...

d. Practice Production Before Perfection

1) This is the concept well developed in his book "Strategic Acceleration" of taking action before you have all the answers. Avoid procrastination. This is against most peoples' normal behavior but will produce outstanding results.

Procrastination is a bad habit...it can be overcome by replacing it with a habit of action, a habit of doing things.

e. The Productive Power of Lists

1) A powerful tool that can change your life, your productivity if you just follow a great way to make lists.

He makes a master list of things to do and rewrites it every 24 to 48 hours.

In between he makes notes, post its, and has an area for advice from others, new ideas in the margins. He also has 15 subjects that he studies on a regular basis and reviews them daily until they are incorporated into his automatic thinking.

He spends around 400 hours per year just in list writing and rewriting, and is critical about time management so obviously sees awesome value:

2) Values he perceives:

- (1) eliminates procrastination
- (2) allows frequent reassessment of priorities
- (3) allows timely reassignment of tasks
- (4) provides mental freedom

3) Lists also help you overcome the 4 main Roadblocks to achievement:

- (1) distractions
- (2) poor planning
- (3) lack of focus
- (4) procrastination

## Maximizing Personal Effectiveness

<b>Critical Factors</b>	<b>Strengths</b>									
1. Effective People Accept Responsibility.	1	2	3	4	5	6	7	8	9	10
2. Effective People Get Results.	1	2	3	4	5	6	7	8	9	10
3. Effective People Are Energetic.	1	2	3	4	5	6	7	8	9	10
4. Effective People Are Competent.	1	2	3	4	5	6	7	8	9	10
5. Effective People Are Open to Correcting Principles In Their Windows Of Belief.	1	2	3	4	5	6	7	8	9	10

# STRATEGIC ACCELERATION BUSINESS FRAMEWORK

As of:

<p><b>Vision:</b> <i>CLARITY of where are we going</i></p>	<p><b>Objectives:</b> <i>What we want to accomplish Monthly/Yearly</i></p> <ol style="list-style-type: none"> <li>1.</li> <li>2.</li> <li>3.</li> <li>4.</li> <li>5.</li> </ol>
<p><b>Mission:</b> <i>Why we exist</i></p>	
<p><b>HLAs:</b> <i>Activities to FOCUS on</i></p> <ol style="list-style-type: none"> <li>1.</li> <li>2.</li> <li>3.</li> <li>4.</li> <li>5.</li> </ol>	<p><b>Strategies:</b> <i>How we will compete</i></p> <ol style="list-style-type: none"> <li>1.</li> <li>2.</li> <li>3.</li> <li>4.</li> <li>5.</li> </ol>
<p><b>Operational Focus:</b></p> <ol style="list-style-type: none"> <li>1.</li> <li>2.</li> <li>3.</li> </ol>	
<p><b>Values/Standards:</b> <i>How we conduct ourselves and what we believe</i></p> <p><b>Our Motto:</b></p> <ol style="list-style-type: none"> <li>1.</li> <li>2.</li> <li>3.</li> <li>4.</li> <li>5.</li> <li>6.</li> <li>7.</li> <li>8.</li> <li>9.</li> <li>10.</li> </ol>	<p><b>Actions/Tactics:</b> <i>What needs EXECUTION</i></p> <ol style="list-style-type: none"> <li>1.</li> <li>2.</li> <li>3.</li> <li>4.</li> </ol>
	<p><b>CSFs (Critical Success Factors) or KPIs:</b></p> <p><i>How we measure our success</i></p> <ol style="list-style-type: none"> <li>1.</li> <li>2.</li> <li>3.</li> <li>4.</li> <li>5.</li> <li>6.</li> <li>7.</li> </ol>

## **A Special Valentine's Day book recap: *The 5 Love Languages* by Gary Chapman**

Tony is an avid reader and is passionate about getting the key distinctions and nuggets out of every book he reads. This is one of his top favorite books and one he almost always recommends when doing sessions with his coaching clients. Here's Tony's recap of ***The 5 Love Languages***:

1. We must be willing to learn our spouse's primary love language if we are to be effective communicators of love.
2. Could it be that deep inside hurting couples exists an invisible "emotional love tank" with its gauge on empty?
3. Most of us enter marriage by way of the "in love" experience.
4. Many couples have never learned the tremendous power of verbally affirming each other.
5. She learned that verbal compliments are far greater motivators than nagging words.
6. He realized that life's deepest meaning is not found in accomplishments but in relationships.
7. If we are to develop an intimate relationship, we need to know each other's desires. If we wish to love each other, we need to know what the other person wants.
8. "You know those apple pies you make, would it be possible for you to make one this week?"
9. Possibly the deepest human need is the need to feel appreciated.
10. Tell your wife's mother how great your wife is.
11. Affirm your spouse in front of others when he or she is present. When you are giving public honor for an accomplishment, be sure to share the credit with your spouse.
12. Love language number two is quality time.
13. What makes one person feel loved emotionally is not always the thing that makes another person feel loved emotionally.
14. She didn't want advice when she told me about her struggles at

- work. She wanted sympathy.
15. Complete the following sentence: "I feel most loved by my husband/wife when \_\_\_\_\_."
  16. The third language of love is receiving gifts.
  17. A gift is something you can hold in your hand and say, "Look, he was thinking of me."
  18. Some of us have a spending orientation. We feel good about ourselves when we are spending money. Others have a saving and investment perspective. We feel good about ourselves when we are saving money and investing it wisely.
  19. The fourth love language is acts of service.
  20. My spouse's criticisms about my behavior provide me with the clearest clue to her primary love language.
  21. The fifth love language is physical touch.
  22. What did I like about my spouse in the past? What did he do or say that made me desire to be with him?

***Powerful keys that can revolutionize your relationships!***