

# **"These 10 Habits Are Standing In the Way of Your Success"**

**Monday July 8, 2019**

- Next TNL, July 9th at Mannatech Corp offices or [www.allaboutmannatech.com](http://www.allaboutmannatech.com)
- Are you in the Achievers Club?  
<https://mannatech2.s3.amazonaws.com/mtlibrary/107262904840689.pdf>
- Have you checked out your new Mannatech Personal WebPage (MPW)? Information in the library
- Next Saturday DFW Business Training- August 3rd from 9 AM to 12 PM at Mannatech Corp offices or [www.allaboutmannatech.com](http://www.allaboutmannatech.com)

This is from a Brian Tracey Training.

Introduction:

*"You can develop any habit or mindset that you view as necessary."* Brian Tracey

"People think that success is external. They assume people who are successful worked hard to make more money - but that's only half the story. The other half is that successful people aren't just putting in long hours in the office. They are avoiding the habits that would drag down their success."

Successful entrepreneurs not only work hard at the business to reach their goals, they also are pros at being able to identify which behaviors are setting them back. The internal work is asking the question "do I have the same habits of a successful person?" What would a person earning 7 figures be doing? Would they spend their day like you do? Then you are on the pathway to success. If not??? Then you have found your problem(s). You are asking for success without becoming that person who reaches that level of success."

1. Making empty promises. You are a reflection of you, your business. By not coming through on a promise you made, you will lose integrity and that will not just reflect on you, but your entire business as well as your company, Mannatech.

- a. You fail to send a video or share a PWP with a new prospect at the time you committed to.
- b. You fail to follow up with a call as promised....or just meet up or send info, or whatever.
- c. Avoid making empty promises by putting every promise in your calendar. Then, pay strict attention to your calendar so it is impossible to forget.

2. Blaming others, especially the company.

- a. When everything goes wrong it is not others' fault. When you divert criticism from yourself, you are saying that other people are the reason you will be successful.

Wrong! In fact, true success is dependent on yourself and your own habits. Success is internal.

- b. How do I avoid blaming others? Quit saying "Why did this person do this to me?"  
Change the question to "How do I avoid this happening to me again?"

### 3. Waiting for the perfect time

- a. Telling yourself that you're just waiting for the right moment is an excuse that helps you burrow deeper into your own bubble.

We are waiting for the perfect time instead of creating it!

- b. Waiting for when you are personally ready, you may just miss your opportunity. If you find yourself holding back to wait, perhaps ask yourself instead if you are just scared. This is a mirage if you wait for the perfect time. You will miss the opportunity.
- c. Feeling like we are not ready is like being in our comfort zone. The majority of what you want and believe you should have is **NOT IN** your comfort zone. Learn to love being uncomfortable. When we push through to be uncomfortable, we experience new land and create success.

### 4. Talking about your goals without setting them.

- a. If you find yourself describing a goal to a friend and then a few months later, you see you have nothing to show for it, you may just consider changing your habits.

"How are things going?" and you have nothing to show for it.

- b. If you want to make goals, reverse engineer your way from start to finish. If you want to make \$100,000 this year, how many new clients/customers do you need this month? Do it, and then go and do it the next month. Build the plan month to month and soon you see how the plan plays out. Daily goals make weekly goals come true which then make monthly goals come true.

- c. Bite size will get you across the finish line.

This is mathematical. Break down your big goal into daily actions.

### 5. Procrastinating.

- a. We procrastinate because it feels better than working, but afterwards we feel terrible for not working. We feel unsuccessful, unworthy and a failure.

- b. When we pursue action and our dreams we feel good. When we feel good, we take more action. Action causes us to make our goals become our reality. When we meet our goals, we feel good which then causes us to even take more action.

### 6. We doubt ourselves

- a. How you deal with doubt will push you away or towards success.

If you are not successful yet, you are spending more time doubting than believing.

- b. You must be the one who believes in themselves more than anyone else. Doubts fuel fear. Fear causes us to be stagnant.

- c. You need to root for yourself...sometimes no one else will. Successful people believe in themselves more than anyone else does.

Susan Jeffers says "Feel the Fear and Do it Anyway!"

7. We compare ourselves with someone else.
  - a. Comparison is the thief of joy. Problem is we compare our chapter 1 with someone else's chapter 20.
  - b. When we watch stories of successful entrepreneurs, we only see the highlight reel. Trust me they struggled and struggled mercilessly.
  - c. If you are wondering why you are not as successful as Warren Buffet it is because you are not working hard and he has been for decades.
  - d. Remember, everyone has to start somewhere.
  
8. Not taking care of yourself
  - a. Successful people know the importance of their health when it comes to being productive and focused.
  - b. If you don't eat to fuel your body and properly take care of it, your body will not support you to your destination. You cannot focus or be productive if you don't take care of your body.
  - c. Look at your diet the same as you look at your income. You need to fuel your body to fuel your goals.
  - d. Your body will accompany you from where you are today to where you want to be a year from now. Be sure you treat it right so you can have a smooth journey.
  
9. Giving up instead of persisting
  - a. Overnight success is a myth...overnight successes are a culmination of years of long hard work suddenly put under the spotlight.
  - b. To reach any goal you will have to put in the time, through good, bad and whatever happens you do not like. Persist for months or even years before you succeed.
  - c. Persisting is a mindset ...it is a shift from "I want this" to "I am creating this."  
It is an understanding that every day I am moving closer and closer to the end goal. As long as you are moving, you are winning.
  
10. Forgetting the importance of continuous learning.
  - a. Even if you live until 99, you still won't know everything. You will have a far greater understanding of the business world than a 20 year old but still more to learn.
  - b. Successful people know their learning is tied to education...not college ,etc. but continuous learning: reading books, attending conferences, listening to seminars.

***If you are waiting for success it is right there, on the other side of bad habits patiently waiting for you to change.***

Now it is your turn to take this test:

Rank yourself on a scale of 1 ("not even in my vocabulary") to 10 ("I do this every day and am fully engaged"):

SCORE:

1. I always keep my promises  
    to myself \_\_\_\_\_  
    to others \_\_\_\_\_
2. I always take personal responsibility \_\_\_\_\_
3. It is always the perfect time \_\_\_\_\_
4. I have my goals and review them daily/weekly \_\_\_\_\_
5. I take immediate action without delay \_\_\_\_\_
6. Neither doubt nor fear are factors in my life. \_\_\_\_\_
7. I never compare myself to others. \_\_\_\_\_
8. I eat, sleep and exercise as a healthy person \_\_\_\_\_
9. I never give up, but persevere through it all \_\_\_\_\_
10. I am increasing my knowledge every day \_\_\_\_\_

Now, make a list of what I clearly need to attend to NOW! "Today is the first day of the rest of my life so I am at choice to make it whatever I choose!!"