

# Start Now! Don't Wait...Your Life Depends on it!

## December 15, 2014 Call

- Mannatech makes Merry Wishes come True.  
Mannafest March 5-8 Frisco, TX... Plan to be there
- Last Week of BP 13... End it with a bang!
- Check out the specials: Buy 2 GlycoBoom and get one free; Uth Holiday Promo...
- New Ambrotose Claims... Check out [www.allaboutmannatech.com](http://www.allaboutmannatech.com)

### 1. How do I Start?

#### A. The Basics:

1) Belief: in yourself, the products, the company, the mission  
**Rohn:** "Your **personal philosophy** is the greatest **determining** factor in how **your life** works out." **Jim Rohn**

#### 2) The three Powers

The Power of Unity

The Power of Submission

The Power of the Spoken Word

#### B. Do you have "excuses" for not setting goals?

#### 1) What makes you a renegade...

a) "They" have never worked for you...

b) You felt like you failed when you did not meet them in the past so why go through the depression

c) Just a lot of extra work

d) Andy Andrews says "Don't lie to yourself" so what does that mean?

2) Do you understand the statistics? Virtually every successful person who gets what they desire in their lives sets written goals. Virtually every book written on success says one of the initial steps is to commit to **Written Goals**. So, quit setting yourself up for unwanted results!

#### 3) New Years resolutions:

Change you to change your results

MD Web says for health goals, 36% give up by Feb 1, 56% by 6 months

4) "The long pole in the tent"

2. Start with Vision (Simon Sinek "Start With Why" ...read it now): Methods to get you thinking correctly about Vision

A. Your highest aspirations and deepest values are your truest desires. Values are who we are...not right or wrong.

**Task 1:** call your journey "aimless pursuit of reality"... start with no agenda, but just start writing in a stream of consciousness about "How I want life to be? What would be ideal?"

"The looking without the need for an answer helps you see what there is to see, and sometimes for some people that means finding God."

B. More traditional approach:

VISION must be consistent with VALUES

1) Goals are then based on the vision which is based on your values. To know your values... look at list -

<http://www.stevepavlina.com/articles/list-of-values.htm> and select most important ones to you...limit to 10.

2) Answer these questions to help:

*If you discovered that you only had one year to live, how would you live? Where would you go? Who would you be with?*

*If you won \$3 million after taxes, what would you do differently?*

*What do you enjoy so much, that you would do it without pay?*

*What five things would you like to be remembered for when you die?*

3) Draft a TO BE LIST; we must **Be** before we **Do**. Review the BE-DO-HAVE triangle.

Take 10 minutes to list all the characteristics of the great leaders of all time (list is attached). Now, take those that really stretch you and draft your TO BE statement.

What characteristics have you lacked? Which ones are so important as a foundation for achieving your goals?

d) Finally, draft your purpose/vision. Mission statement work takes time... know this is a work in process, but you need to start.

(If you have "The Slight Edge" by Leo Weidner, draft and tape your LifeCreed; If you have "Strategic Acceleration" by Tony Jeary, then do Exercise 5 and review the entire outline from Dec 5, 2011 on Mannatrain.net)

2. MJH Annual Review (this will support your sense of reality)

A. Evaluation is critical. So, review your 2014 activities in your business

and then propose what 2015 will look like in comparison.

(see attached worksheet). Understand the Law of Vibration.

B. What activities (habits) are you going to give up for 2015?

Examples: TV, Sudoku, Phone Games, Newspapers, Politics, Gossip, you know of activities that "take time and move you no where"

Also, look at anything that brings in negative thinking...BE GONE!

**"Design your life by choice and commitment and not by chance and circumstance."**

# **Characteristics of a Good Leader**

## **Partial List Add as you see fit**

Honest  
Integrity  
Loyal  
Focused  
Fair  
Accepting  
Creative  
Dependable  
Committed  
Decisive  
Tactful  
Resilient  
Motivational  
Endurance  
Energetic  
Delegates  
Never compromises the absolutes  
Intelligent  
Courageous  
Competent  
Unselfish  
Visionary  
Problem Solver

Kind  
Generous  
Humble  
Patient  
Love  
Peace  
Empathetic  
Optimistic  
Empowering  
Leads by Example  
Understanding  
Discerning  
Disciplined  
Enthusiastic  
Passionate  
Initiates  
Inspiring  
Knowledgeable  
Bold  
Imaginative  
Contemplative  
Positive

## Seven Steps That Can Change Your Life

- 1. Identify Your Three Greatest Accomplishments In 2014.** Even if 2014 was a challenging year for you, odds are if you look close enough there's something somewhere to be proud of.
- 2. Analyze What You Learned from Each Accomplishment?** Now that you have identified your three greatest accomplishments, go back to each one. This time though identify exactly what you learned or were reminded of by each of them.
- 3. Identify Your Biggest Disappointments Of 2014.** Practically every company and individual resists analyzing their mistakes. That's a shame because this is where the best learning comes from.
- 4. Analyze What You Learned from Each Failure or Disappointment?** No matter how great everything in life is going - we all make mistakes. The trick here is to really analyze them, what preceded them, what could you have done differently, and how can you prevent them in the future.
- 5. Identify How You Limited Yourself and How Can You Stop It?** Were there certain actions you took or didn't take that came back to haunt you? In order to make sure you don't limit yourself again - you need to bring these self-defeating actions to the surface, confront them, and most importantly determine what you must do differently to make sure you don't make the same mistakes all over again.
- 6. Pragmatically Review the Information You Have Gathered?** The goal of this exercise is not simply to know yourself and your Mannatech business better but to actually use the information to make certain 2015 far surpasses 2014.  
*What are the big takeaways from answering each question? What do you know about yourself or your business that you didn't realize or weren't thinking about? Obviously, having this list isn't going to do it all, you still need to take this new knowledge and USE IT!*
- 7. Use This Information to Astonish Yourself in 2015.** The purpose here is to build into your schedule, your interactions, your management style or whatever else you've surfaced in the previous questions and build yourself a new better approach. Ok, now that we've uncovered a lot of useful information, the final step is to incorporate it into a plan for 2015.

## Annual Review of My Mannatech Business

<u>Activities 2014</u>	<u>Proposed 2015</u> (Change Activity/Change Vibration)
1. *****	1. 3 Point Plan only
2. Weekly Coaching Calls	2. Only 1st week Achiever Counseling
3.	3.
4.	4.
5.	5.
6.	6.
7.	7.
8.	8.
9.	9.
10.	10.
11.	11.
12.	12.
13.	13.
14.	14.
15.	15.
16.	16.