

## 2<sup>nd</sup> Session: Planning for 2015

### **December 22, 2014 Call**

- Check out the specials: Buy 2 GlycoBoom and get one free; Uth Holiday Promo... Ends 12/31/14
- Tuesday Meeting at Mannatech
- Dallas Area Business Training Jan 3<sup>rd</sup> at Mannatech Corporate Offices
- We wish you all a Merry Christmas!

#### 1. Review last week's assignments

##### a. Your Values

- (1) List 10 most important; list in order of importance 1-10  
Did you write "stream of consciousness" on "How I want life to be?"

##### b. Draft TO BE List

- (1) What are the leadership characteristics you want to work on for yourself?
- (2) What PLANS do you have to acquire each one of these?

##### c. VISION statement (your "WHY")

- (1) What is your Why? (Have you read "Start With Why")
- (2) "You must know why you do what you do, which requires that you understand the purpose and value of all that you do."  
Define CLARITY..."having an unfettered view of your vision, which is what you want and why you want it, fed by an understanding of its purpose and value." Tony Jeary  
(If no articulation of VISION (and the WHY), then as a leader you will forever be "pushing" the person to their goal (to work the Plan) rather than having the goal "pull them" to where they are going.)

##### Symptoms of lack of clarity:

- People don't believe they can do what they have to do
- People use planning to avoid taking action
- People quit or give up in the face of adversity or difficulty
- Confusion...a form of resistance

Ambiguous...you are and the world reflects that  
back to you

d. Changes in 2015 compared to 2014

(1) Did you do the 2014/2015 Analysis?

(2) Did you answer "Seven steps that can change your life?"

2. The Practical Effect of Clarity/ Clarity and Performance

"People have to believe in what they are doing. They must be committed to achievement. There must be a certain amount of mental toughness and resilience to persevere through difficulties and roadblocks. A certain amount of legitimate excitement never hurts either." Tony Jeary

True clarity contributes to all of these qualities, and with them comes power...power to produce results.

3. NEXT: Now let's Set our GOALS

a. All Goals must be SMART:

S: Specific

M: Measurable

A: Achievable

R: Risky

T: Timely

b. Six categories: We will deal with the financial/Mannatech on the call; you need to do ALL SIX...(I recommend 3 in each)

1) Professional/Vocational

2) Intellectual/Personal

3) Physical

4) Financial

5) Spiritual/Emotional

6) Social/Interpersonal

c. Write down for each of your goals what has kept you from reaching those goals to date

4. Review of your Goals

a. Make sure they are all personal! "I..."

b. Make sure they are all in present tense

"I will make..."NO!

"I make \$4000 per month in Mtech by September, 2015."

c. Use live action verbs or feeling verbs

d. Be brief

- e. Be positive not negative
  - “I lose 20 lbs by March 31” NO!
  - “I weigh 140 lbs by March 31” Good
- f. Make sure they all qualify as SMART

5. Share your goals with a support team

Have them written down on 3 X 5 cards to carry every day  
Read them every day.

Have an accountability partner to support you through the year

6. Know the results of your goals/the consequences of not meeting them.

Fill out the attached sheet and keep it available.

7. Make the connection with your BELIEF SYSTEM

The link between optimism, responsibility and goal-setting is crucial to stop the disconnect.

8. Structural Tension

A. Definition: Create structural tension: ***Life is Art*** "Structural tension is the best and most powerful structure there is in the creative process ...developing the ability to envision the result and observe the present situation in relationship to that result."

Tension here is not anxiety, pressure, stress or strain. It describes a relationship...it generates energy and seeks resolution.

So, our structural tension to develop ***is contrasting our goals with our reality.***

B. Mechanics:

Are the first two skills listed above:

the skill of forming goals and developing vision

the skill of evaluating your current situation

Both Jeary and Weidner agree that we must have a realistic sense of reality first...or reaching our goals will not happen. Jeary refers to this as Clarity...a lack of results in two significant "felt needs:"

There is not enough time to do what I need to do.

The results I am experiencing are less than I want or expect.

*Does this sound like you? Is this some of your thinking?*

C. Reality

"Our ability to live in reality is essential."

This takes training... "It is natural for us to avoid pain and conflict." Thus, seeking truth is not something we do by nature. We must develop it as a discipline.

To build the structural tension we will need to raise our level of discernment, objectivity and awareness.

Without this, we cannot grow from our actions, we cannot achieve the goals we set, we have no starting point and thus, are incapable of constructing actions to move in a given direction.

Part of your reality check is to examine last year's goals and see where you are. What happened? Evaluate the process and acknowledge where you are only with insight to move you forward. Insanity = "Keep doing what you have always done and expect a different result."

D. By internalizing structural tension...the vision and the current reality...structural tension becomes a more powerful force in your life. See attached chart...work through it with your REALITY versus GOAL(S).

**NOW, you are in the top 3%!!**  
**Success is the progressive realization of a worthy goal!**

Your Goal

(Actions to be taken in proper order)

- 
- 
- 
- 
- 
- 

Current Reality

# My Goals

## A. Spiritual Goals

1.

2.

3.

## B. Family Goals

1.

2.

3.

## C. Career/Business Goals

1.

2.

3.

## D. Income Goals

1.

2.

3.

## E. Educational Goals

- 1.
- 2.
- 3.

## F. Physical Goals

- 1.
- 2.
- 3.

## G. Social Goals

- 1.
- 2.
- 3.

NOTE: Your goals must be:

1. Specific
2. Measurable
3. Achievable
4. Challenging/Risky
5. Timely
6. Yours: Do not allow other people or society determine your definition of success
7. Meaningful
8. In present tense
9. Written down

## **Why do you want to reach these goals for your Mannatech business?**

List 10 ways reaching your goals will change your life: your life style, relationships, security, confidence, future, time freedom, etc.

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_
6. \_\_\_\_\_
7. \_\_\_\_\_
8. \_\_\_\_\_
9. \_\_\_\_\_
10. \_\_\_\_\_

## **What will be the consequences to YOU and others important to you if you fail to accomplish your goals?**

List 10 consequences.

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_
6. \_\_\_\_\_
7. \_\_\_\_\_
8. \_\_\_\_\_
9. \_\_\_\_\_
10. \_\_\_\_\_