

# **The "New ME" in 2016 7X7X7**

## **Monday, December 28, 2015**

- Mannafest April 6-10 Dallas Texas... Plan to be there - <http://mannafest.com>
- Next TNL – January 12<sup>th</sup> at 7:30 Pm CT at Mannatech Corporate Offices or [www.mannatechlive.com](http://www.mannatechlive.com)
- 4<sup>th</sup> Quarter Promotions over Dec 31<sup>st</sup>... Don't miss your last opportunity for savings
- No Monday Call on January 4th
- REVIVE

Review a few great pointers from some incredible leaders to support you to be the best you can be. Highlight the ones that really "hit home" for you...then take action.

### 1. ***"7 Habits of Highly Effective People" Stephen Covey***

#### 1) Begin with the End in Mind

Everything is created twice...so you need to visualize your result first.

PLANS:

New? I earn my Team Bonus on or before...

I am RD on or before....

Existing Associate:

I have 2 legs with a RD in each leg by.....

I have 2 legs with an ND in each leg by .....

etc.

Focus your goals on building "healthy legs" in accordance with 3 Point Plan.

#### 2) Be Proactive

Life doesn't just happen...take action.

Stay away from a life of "reaction" which is one of just managing your downline, waiting for prospects to come into your path.

#### 3) Put First things First

Prioritize your activities...Understand "HLA":

#### 4 Core: Contact List, Contact and Invite, Present, Follow Up and Close

Use Mannatracker, or some system to track activities every day and exhibit discipline. Find an accountability partner to support you stretching.

Accountability is a must to ensure you stay on track.

#### 4) Think Win Win

Always be Positive (avoid all negative influences in your life); When conflict arises, always take the high road.

MLM is perfect model of WIN WIN: you only WIN if you help those underneath you WIN...so always do your best to support your team. (Setting the example comes 1st!)

#### 5) Seek First to Understand/then to be Understood

Be a great LISTENER! If you are not now, spend as much time as possible developing this skill NOW.

How? Read books, take coaching from professionals...Just Do It!

#### 6) Synergy. Synergy means "two heads are better than one."

Synergize is the habit of creative cooperation. It is teamwork, open-mindedness, and the adventure of finding new solutions to old problems. Together, we can produce far better results that one could individually. Synergy lets us discover jointly things we are much less likely to discover by ourselves. Valuing differences is what really drives synergy. ("Power of Unity")

#### 7) Sharpen the Saw

Always invest in you: your education/growth:

In your car, always listen to the Success Mag CD's.

Read the TOM'S Books of the Month every month...and review with your Leaders in your Organization. Be the Leader you want your people to be by investing in your growth.

List the most important skills...dedicate time and energy to be better every day.

Attend every Event, plus add a Professional Network Marketing Conference in 2016. Build your edification of our industry.

## 2. *"The 7 Mindsets to Live Your Ultimate Life" Scott Shickler and Jeff Waller*

### 1) Everything is Possible

Believe...without belief, you will achieve nothing you set out to do. You live life by chance and circumstance. Visualization is the first step to creating ("Begin with the End in Mind").

Be wary of "dream snatchers."

2) Passion First

Your WHY...finding your passion and organizing your life around it is the path to fulfillment/happiness. Mannatech is/can be your vehicle. What is awesome is having a Passion for the "work" which is what is the vehicle to fulfill your Passion! Put Passion first in front of money!

3) We are Connected

Everyone who comes in our life is a piece of the puzzle. We are all connectors so get out there and connect. Trust is critical in our lives to grow this character trait. ("WIN WIN" exemplifies this...find the greatness in each connection; "Synergy" is about discovering our differences and creating maximum results through connecting)

4) 100% Accountable

Accept ownership of your results. Never point the finger...the blame/shame game is "choosing to fail." You are not a victim to anything. You are at choice. ("The Responsible Decision")

5) Attitude of Gratitude

About 65,000 thoughts go through our mind every day...and about 95% of those are negative. Reprogram your thoughts, reprogram your life! Choose to be grateful for everything that happens in your life. We learn from challenges (because that is when we are most capable of growth). We celebrate victories but rarely do those change our behavior...rather reinforce what we are already doing. ("The Joyful Decision")

6) Live to Give

Giving should ALWAYS be viewed as an opportunity to lead a more fulfilling life. Seek ways to serve. Great way to build new contacts! Edification is an act of giving...always edify upline, downline, company, industry. ("The Compassionate Decision")

7) The Time is Now

Don't procrastinate another moment...time is our only limited asset. There are always roadblocks, and we never need to be perfect...PBP: remember Tony Jeary's concept "Production Before Perfection?"

3. ***"7 Decisions" Andy Andrews***

1) The Responsible Decision

Victim is not an option...it is disempowering. It is all about your ability to respond to anything that happens. Accept control over your thoughts, actions, etc. Edification is your new "mantra."

## 2) The Guided Decision

I seek wisdom...counsel with others. Attend Events, monthly trainings. Become an Achiever and do BP Achiever Counseling. Be humble and learn the skills: 4 CORE, listening, etc. ("Sharpen the Saw")

## 3) The Active Decision

A personal who fails to move, chooses a life of mediocrity. Choose to ACT...choose courage...TODAY! And EVERYDAY. This is the whole purpose of the Mannatracker...take responsibility for your Mannatech business by filling in your Tracker every day! Find an accountability partner to support you.

## 4) The Certain Decision

Have a decided heart. Need to know your WHY to be certain in your action. Find your passion to move you forward. No room for tentative.

## 5) The Joyful Decision

Do you grasp the concept of Happiness? The Happiness Advantage by Shaun Achor should help you. "The world belongs to the enthusiastic for people will follow them everywhere." Where are you? The Law of Attraction...

## 6) The Compassionate Decision

The clue to dissipating anger and resentment is forgiveness. Understanding the word "NEXT." Understanding "NO DRAMA." Forgiveness of yourself is required first...is your past controlling your future? STOP IT! ("The Power of the Spoken Word")

## 7) The Persistent Decision

Giving up is NEVER an option! Don't compare yourself to others...compare yourself to your potential. Keep your eyes on the outcome and JUST DO IT. Anything worth pursuing is going to take a lot of effort. Exhaustion is temporary...Presidential and beyond is forever!

Start 2016 Off Right!!

Set a 7 day Goal and hit it. Then another and another...bite size goals until you truly believe in yourself to make anything happen.