

Start Now for Your Best Year Yet!

December 5, 2016 Call

- Add Success Calls to your weekly routine – Thursday at 10 AM CT
- The next monthly Social Mobile Global webinar: is Tuesday, December 6th at 8 PM
- Next Tuesday Night Live: Dec 13th from Corporate office or www.mannatechlive.com at 7:30 PM.
- The NEW Mannatech TruHealth Commitment Program
- The 2017 TruHealth Challenge

1. Laying the Foundation

A. The Basics:

- 1) Belief: in yourself, the products, the company, the business model
"Your **personal philosophy** is the greatest **determining** factor in how **your life** works out." Jim Rohn
Take the "Self Scoring Belief Scale" attached and use it with your downline. If its going to be it is up to me!
- 2) Understand there is a HERO inside of you...watch this video and keep this link to hear it often.
- 3) Outline your support team: Upline, downline, crossline for business; then those in your close friends, family for personal support...support your belief

B. Get past your "excuses" for not taking action NOW for 2017?

- 1) What makes you a renegade...
 - a) "Goals never work"...
 - b) "Too busy for the holidays"
When, then, are you going to take responsibility for your life?
 - 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 Year's resolutions: Health is a major one
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 Methods to get you thinking correctly about Vision/Your Why
<https://www.youtube.com/watch?v=qp0HIF3Sfi4>

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.stevpavlina.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?

C. Draft a TO BE LIST: we must **Be** before we **Do**. Review the BE-DO-HAVE triangle.

1) Outline your "beingness" issues

Be honest with self and ask for opinions of others...what we don't see we will never correct.

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

2) Review the characteristics of the great leaders of all time (list is attached). Now, take those that really stretch you and, together with your work on 1) above, draft your TO BE statement.

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)

3. MJH Annual Review (this will support your sense of reality)
 - A. Evaluation is critical. So, review your 2016 activities in your business and then propose what 2017 will look like in comparison.
(see attached worksheet). Understand the Law of Vibration.
 - B. What activities (habits) are you going to give up for 2016?
Examples: TV, Sidoku, 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."

Self-Scoring Belief Scale

Use this scale to monitor your level of conviction in the 6 core areas of Success and Leadership for your Mannatech Business. One of the most important ways to strengthen your belief in a given area is to use the affirmations given (or draft your own) and speak them numerous times every day. This scale is 1-10 with 1 being little belief and 10 being total belief.

1) PRODUCT

0 _____ 5 _____ 10

Affirmation: *The Mannatech products based on Real Food Technology are absolutely the best, most cutting-edge nutritional products available.. They are backed by solid scientific validation and everyone can benefit from them. Because of the benefits they provide, these products are a tremendous value. Our bodies deserve the highest quality we can give them...and that's Mannatech!*

2) COMPENSATION PLAN

0 _____ 5 _____ 10

Affirmation: *Mannatech offers the average person an incredibly lucrative income opportunity. The income and benefits of the All Star pack make it the best value for everyone and the compensation plan quickly and richly rewards both part-time and full-time associates.*

3) CORPORATE LEADERSHIP

0 _____ 5 _____ 10

Affirmation: *I have complete faith and confidence in Mannatech's owners and corporate leaders. They are visionaries who are transforming both the network marketing and the healthcare industry through social entrepreneurship, and integrative care.*

4) NETWORK MARKETING

0 _____ 5 _____ 10

Affirmation: *Network Marketing is the absolute best and most economical method for distributing the Mannatech products. It is a highly ethical industry that has proven its ability to help anyone achieve financial freedom-IF they are willing to do the work. I am proud to be a Network Marketer!*

5) PERSONAL SUCCESS

0 _____ 5 _____ 10

Affirmation: *I am on my way to creating a legacy of success in Mannatech. Not only am I ACHIEVING my vision, but I will far exceed it and positively impact the lives of many thousands and perhaps millions of people. My dreams are now coming true!*

6) LEADERSHIP ABILITY

0 _____ 5 _____ 10

Affirmation: *I can competently and confidently help others fulfill and exceed their dreams through Mannatech. New associates are extremely lucky to have me as a sponsor and upline coach. I'm growing in my leadership skills daily, excited to be enrolling new All Stars into my success team every Business Period.*

Characteristics of a Good Leader

Partial List Add as you see fit

| | |
|---------------------------------|------------------|
| Honest | Kind |
| Integrity | Generous |
| Loyal | Humble |
| Focused | Patient |
| Fair | Love |
| Accepting | Peace |
| Creative | Empathetic |
| Dependable | Optimistic |
| Committed | Empowering |
| Decisive | Leads by Example |
| Tactful | Understanding |
| Resilient | Discerning |
| Motivational | Disciplined |
| Endurance | Enthusiastic |
| Energetic | Passionate |
| Delegates | Initiates |
| Never compromises the absolutes | Inspiring |
| Intelligent | Knowledgeable |
| Courageous | Bold |
| Competent | Imaginative |
| Unselfish | Contemplative |
| Visionary | Positive |
| Problem Solver | |

Seven Steps That Can Change Your Life

- 1. Identify Your Three Greatest Accomplishments In 2016.** Even if 2016 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 2016.** 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 2017 far surpasses 2016.
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 2017.** 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 2017.

Annual Review of My Mannatech Business

| <u>Activities 2016</u> | <u>Proposed 2017</u> (Change Activity/Change Vibration) |
|------------------------|--|
| 1. | 1. |
| 2. | 2. |
| 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. |