

2nd Planning Session for 2017
Best Year Yet!
Monday, December 12, 2016

- Tuesday Night Live: Dec 13th from Corporate office or www.mannatechlive.com at 7:30 PM
- Add Success Calls to your weekly routine – Thursday at 10 AM CT
- The NEW Mannatech TruHealth Commitment Program
- The 2017 TruHealth Challenge
- Don't forget about the Wellness Rewards
- Friday is the End of BP 13 and end of free shipping on one time orders over \$100 or more

1. Review Last Week's Assignments

CLARITY is the basis of any planning we do...so if no clarity, throw your success to the wind.

a. Self-Belief Scale: where did you show up? What category needs most work?

How are you going to improve your rankings?

b. Who are on "my support team?"

Make a commitment to work with them, getting feedback on a regular basis.

c. What is your "long pole in the tent?"

d. VISION: List of 10 most important thoughts in your exercise around stream of consciousness; then relist be putting them in most important thought first.

e. TO BE LIST

f. Mission Statement

g. Annual Review

2. Affirmations

a. Versus Affirmations: understand the way we think

b. Draft ones on each of the areas that you came across in the Self Belief Scale analysis

Draft ones on any other issues that you feel are holding you back...see 3. c.

3. Now Start your Goal Setting

a. All Goals must be SMART

S: Specific

M: Measurable

A: Achievable

R: Risky

T: Timely

b. Multiple Categories

Why? because you want to live a balanced life, grow in every aspect

1) Professional/Vocational

2) Intellectual/Personal

3) Physical

4) Financial

5) Spiritual/Emotional

6) Social/Interpersonal

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

From there, what will I be doing differently to overcome?

4. Review of Your Goals

a. Make sure they are all Personal. All start with “I”

b. Make sure they are all present tense

c. Use live action verbs (not being) and feeling verbs

d. Be brief

e. Be positive not negative

f. Make sure they all are SMART

If you feel you need more help, Brian Tracy has a App called “Goals Wizard” and it is FREE...goalswizard.com

5. Share your GOALS with a support team

a. Write them down on 3 X 5 cards to carry with you every day

Space to write some “aha’s” you may reach with respect to the GOAL

b. Read them every day

c. Choose an accountability partner (could be from your Support Team), share your goals, and ask for ALL IN support

6. Know the results if you fail to meet your goals

a. Fill out the attached form and keep it readily available.

7. Are you “Disconnected?”

a. Are your GOALS real to you and if not, then time to re-think them.

b. 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. _____