

# 2021: Besides "Covid Recovery," What is In Store For YOU?

Monday, November 30, 2020

- Black Friday Specials: Still available TODAY!!
- Business Period closes out today...you have 1 Day Left...TODAY!
- Weekly Product and Business Meeting – 1<sup>st</sup> Saturday is live at 10 AM CT.  
<https://zoom.us/j/215452258> or [www.allaboutmannatech.com](http://www.allaboutmannatech.com): the others are prerecorded links that are text to you by 10 AM CT on Saturdays.
- Next TNL, Dec 8th at 7:30 Pm CT [www.allaboutmannatech.com](http://www.allaboutmannatech.com)
- Free Shipping on one-time orders of \$100 or more through December 31<sup>st</sup>
- Order Merri-jo's Book: "The Impossible Place" <https://www.mannatrain.net/order-materials.html>
- Join Merri-jo's Presentation on "The Winning Mindset for Success," tonight at 7 PM CT...register at <https://www.merrijoillaker.com/webinar>

## 1. Let Go of 2020 if it Wasn't Your Best Year

a. Never focus on what went wrong; focus on what worked...and how to be better!

1) Where can you be better?

a) Did I talk to at least 3-5-10 people each week?

b) Did I use all the new technology available?  
phone app?etc.

c) Am I using the new onboarding website?

d) Am I maximizing my income? Using the new comp plan changes?

2) What major things did I learn in 2020?

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How will they support me in 2021?

3) What do I need to focus on learning?

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## 2. Start now...or it will never happen! Set yourself up for success.

a. Plan..."failure to plan is a plan to fail" so BUILD A PLAN!

b. What are you **Committed** to Create in 2021? How bad do you want it?

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d. What is "it"? Determine this first!

e. "Do or die?"

- 1) Affirmation
- 2) Are you at a point to make something happen?
- f. Do you KNOW EXACTLY how to Maximize your Income with the Comp Plan? Yes No
- If not, what is your game plan? Another Monday Call?

3. Key #1: Momentum

a. Definition:

The strength or force that something has when it is moving...

The strength or force that allows something to continue or grow stronger or faster as time passes...

b. "The snowball effect"

As it goes downhill, gets bigger and bigger. A snowball is light when it starts...as it goes down the hill, picks up weight, HUGE increase in pace

c. Takes effort to get momentum started. This work/effort is WHY most never reach momentum.

What is your game plan to build momentum in your Mannatech business?

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4. *"300 was a real turning point in my career. Until then, I felt like a steam train that was slowly chugging to the top of a hill. Now I'm over the hill, my career seems to have its own momentum."* Gerard Butler

a. Chugged up a hill for a while until hit breaking point...

b. Your turning point? Have that breakthrough. Would you do that?

5. *"Many times momentum is the only difference between winning and losing. With it, everyone is expectant and energized, and people tend to perform at their peak potential. Without it, people lose heart and have difficulty finding motivation."* John C. Maxwell

a. During initial push to find momentum, you must have VISION of where you want to be.

b. Is this difficult? Absolutely! So, this is why you want to allow momentum to carry the weight!

c. Momentum is much easier to maintain than to get going. Initially it takes **DRIVE** and **PUSH**.

6. *"Success comes from taking the initiative and following up...persisting ...eloquently expressing the depth of your love. What simple action could you take today to produce a new momentum toward success in your life?"*

Tony Robbins

- a. Answer that question!
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7. What is Your 90 Day Plan?

- a. See the attached sheet for you to fill in for YOU.

- b. Did you know:

- 1) Of those who made these commitments/took action

- (a) evaluate goals and

- (b) have written goals....

***43% accomplished goals***

- 2) ADD to 1) above

- (a) shared commitments and

- (b) made ACTION commitments...

***up to 64% accomplished goals***

- 3) ADD to 1) and 2) above plus

- (a) took action weekly on the goals, followed progress in writing every week...

***up to 76% accomplished goals***

- c. Long term goals need to be shortened for acknowledgment, course correction, bite size celebrations!

## **“90 DAY GOALS” WORKSHEET**

1. What is the ultimate long-term goal in your business? *(Be specific)*
2. How long do you realistically think it will take to get there and why? *(1 year, 2 years, 5 years, etc.)*
3. What do you want your business to look like in 90 days from now? *(Leads per day, signups /month, etc.)*
4. How would your life improve if you hit your 90-day goal? *(Be Specific)*
5. What are the consequences to NOT hitting your 90-day goal?
6. What are you willing to give up to hit your goal?
7. What potential challenges will you face that could take you off the path to reaching your 90-day goal?