

2nd Planning Session for 2019
Best Year Yet!
Monday, December 17, 2018

- Tuesday with Richard Brooke continues Tuesday at 6 PM CT
<http://Blissbusiness.com/mannatechtraining>
- Are you using the December Specials to grow your business?
- Samples all 1/2 price
- Check out the Wear my Skinny Jeans Bundle
- 2019 Planners...you can order now on <http://www.mannatrain.net/new-2019-planner.html> All those ordered will ship on Wednesday.

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 by putting them in most important thought first.
- e. TO BE LIST
- f. Mission Statement
- g. Annual Review

2. Affirmations/SWOT Analysis

- 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.
- c. Understanding your Strengths and Weaknesses, Opportunities and Threats. Work through attached worksheet.

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?”

d. Once done, review of your Goals

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

2) Make sure they are all present tense

3) Use live action verbs (not being) and feeling verbs

4) Be brief

5) Be positive not negative

6) Make sure they all are SMART

4. 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

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

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

6. 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.

7. Draft Strategic Plan

a. “Failure to plan is a plan to fail”

b. Systems work for you

1) Bookends

- 2) Accounting for taxes
- 3) Daily Action Lists/schedule in calendar the night before
- 4) Education: your personal growth/your learning Mtech new info/
your own investment in growing in Network Marketing
- 5) Planner: Manual/computer/whatever just NEED ONE

c. Start Today:

- 1) Set a Goal for your health in 2019: is it working out 5 times a week? losing fat (body composition)? eating healthier? drinking more water? getting proper sleep? mental health exercises?
- 2) Where will you be by Mannafest?
- 3) Attend Mannafest “no matter what”
Your only issue: how many on your team you have there Richard Brooke

1. Last 30 Minutes of Every Day

- 1. Print off or copy schedule** for the specific day from Master Calendar
- 2. Check voice mail** on both work line (home line), cell phone as well as text messages, and any Social Media sites you use. Review all messages and return calls/messaging that can be responded to immediately. For connections that can be/need to be returned later in the day, put on your daily To-Do List.
- 3. Check and answer all emails** that came in overnight (or those that were not reviewed the day before). Review, Respond, Delete. If there are any emails that you cannot answer without research, place on your daily To-Do List.
- 4. Check Success Tracker** for new associates to acknowledge your enrollers. The purpose of this is to see who you need to acknowledge and put that on your To-Do List i.e. one of your brand new business builders signs up their first Associate or consumer, you send them an acknowledgement.
- 5. Check allaboutmannatech.com** to make sure you are up to date on what is happening with the company. Takes little time with lots of rewards...if something new and need to be communicated to downline, here is your chance to step into leadership and get the info out.
- 6. Review To-Do-List.** Make sure that on the top of your To-Do List you have the things that you least want to do, and make sure these are the first things that you conquer.
- 7. Review To-Be List.** Acknowledge and focus on the characteristics that you are committed to work on.

NOW YOU ARE READY FOR YOUR DAY!

Last 30 Minutes of Every Day

1. **Check voice mail/text messages** on both work line (home line) and cell phone. Log all messages and return calls that can be returned immediately. For calls that need to be returned the next day, put on your daily To-Do List.
2. **Check and answer all emails** that came in during the day as well as Social Media posts. Review, Respond, Delete. If there are any emails that you cannot answer without research, place on your daily To-Do List.
3. **Review To-Do List.** Update for the next day. Cross off all items accomplished. Add any new items from day yet undone. Again, prioritize based first on “need to accomplish by” and second on items you least want to do.
4. **Review To-Be List** (can be part of To-Do List). Acknowledge yourself for actions, behaviors you undertook to build on character trait(s) you are choosing to work on. Commit 20 minutes a night to reading a good book, listening to a taped series, watching YouTube, in support of this character trait.
5. **Filing.** File all documents/information needing to be filed so desk is clear. During day, place any documents, letters, etc. that need filing into a “to be filed” bin so all these documents are clearly earmarked for filing at end of day.

**YOU ARE NOW READY FOR BALANCE
IN YOUR LIFE!**

2019 Strategic Action Plan

MY AUDACIOUS GOAL:

A. My Commitment: daily hours on MANNATECH activities:

1. Hours doing Mannatech (use schedule): _____/day

Prospecting: (70-80% of your time)

1. New names added to my Contact list: _____/wk

2. Calls to prospects: _____/day

3. One on One interviews: _____/wk

4. Three-way calls: _____/wk

5. Attend Meet ups/Zooms/Opp Mtgs: _____/wk

6. Enrollments (Customers/Associates): _____ / _____/mo

My commitment to my existing/future downline:

1. Contacts to help with Business: _____/day

2. Contacts regarding use of product: _____/day

3. Contacts for Meet ups/Zooms/Opp mtg: _____/wk

4. Scheduled meetings/3 ways: _____/wk

My commitment to Education:

1. Minutes listening to MP3s, etc.: _____/day

2. Minutes reading books: _____/wk

3. Minutes reading Mtech materials: _____/wk

B. Strategy objectives:

Dates:

- | | |
|---------------------------------------|-------|
| 1. Reach AQ Personal by | _____ |
| 2. Reach AQ Team by | _____ |
| 3. Reach Silver Director by | _____ |
| 4. Reach Gold National Director by | _____ |
| 5. Reach Executive Director by | _____ |
| 6. Reach Silver Executive Director by | _____ |
| 7. Reach Gold Executive Director by | _____ |
| 8. Reach Presidential Director by | _____ |

To reach these levels, I need to find and develop Leaders:

Names of Actual/Potential Leaders:

Actual:

Potential:

C. Prospecting Approaches:

1. _____
2. _____
3. _____
4. _____
5. _____



SWOT Analysis

Strengths. Weaknesses. Opportunities. Threats.

The key to building a true strategic plan is an honest self-assessment, for you and your business. What are your strengths? What are your weaknesses (be honest!)? These are both INTERNAL assessments – things you have control over. It's also important to assess external factors: the economy, new market opportunities, competition, the regulatory environment, etc. We call these opportunities and threats. The opportunities should align with Mannatech – the markets we see as potential, the consumer demographics we believe are viable, etc.

Strengths:

- 1. _____
- 2. _____
- 3. _____
- 4. _____
- 5. _____
- 6. _____

Weaknesses:

- 1. _____
- 2. _____
- 3. _____
- 4. _____
- 5. _____
- 6. _____

As you develop your strategic initiatives and action plans, think about how you can leverage your strengths and minimize your weaknesses.

Opportunities:

1.

2.

3.

4.

5.

6.

Threats:

1.

2.

3.

4.

5.

6.

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. _____