

Three Keys for Home Based Business Monday Call, October 21, 2013

- Weekly Mission Live Stream Monday at 8 PM EST, 9 PM EST, 10 PM EST, 11 PM EST. <http://www.m5mlive.tv> or 24/7 <http://www.m5mlive.com>
- TNL – Kevin Robbins and Dr. Steve Nugent Product Training on Bounceback and Plus =7:30 Pm CDT at Mannatech Corporate offices or www.mannatechlive.com
- Bo Short Roadshow coming to a city near your. Check schedule at events.mannatech.com
- M5M Leadership Event - Nov 8-10 register at events.mannatech.com. Make a commitment of how many on your team will be there and make it happen.
- Are you making your Welcome Home Calls???
- Do you have strategies to explode your business with upcoming skin care?
- Last week of BP 11...

Article in Networking Times by Keith Kochner

1. **Key #1:** The irreplaceable Value of mentorship
 - a. Wisdom exists all around us: who has what you don't, is were you aren't?
 - b. Mentorship is allowing someone else's hindsight to become your foresight.
 - c. If you want to grow your business, having a mentor is non-negotiable.
Why don't YOU have a mentor?
 - Underestimate the power of having one?
 - Underestimate the impact such knowledge can have in your life?
 - Can't find one...NO EXCUSE.
 - d. What kind of advice could you use?

2. **Key #2:** Developing discipline.
 - a. I don't know about you, but this one is one of my issues today!
Why? We get to time freedom and we take it wayyyy too seriously.
How to shift gears? Be a leader and you know it is critical.
 - b. KNOW: Discipline is not a stand alone habit you can force upon yourself.
Discipline is a byproduct of a formula having two factors:
People are not disciplined because
 - 1) their desire for their business is not strong enough.
 - 2) their focus in their business isn't protected enough.
 - c. Solution: Protect your FOCUS.
Formula: Must protect your focus because *your focus fuels your desire and your desire fuels your discipline.*
STARTS WITH FOCUS: Protect it! How? Check on "The Power of Focus"
great book
Also, let's not forget about Tony Jeary...

3. **Key #3:** Understanding the Pace

a. Don't mis-guess the timeframes for growth in this business. Most people expect immediate success.

When their experience does not match their expectations, they become disappointed.

4 Step Process: 1 month to RD; 4 months to ND; 8 months to ED and 12 months to PD...is this for everyone?

b. An old proverb: "Anything gained through haste will not last."

All great businesses are built over time. Entrepreneurship is like running a marathon.

"Determine a pace to create the space for yourself to run the race, because if you don't, you will fall flat on your face."

Remember, it is a marathon so be aggressive without unreasonable expectations.

"Home based businesses are the best kept secret in entrepreneurship."