

3rd Session: Planning for 2013 **Monday Call, December 17, 2012**

- Founders Challenge
- XFM Monday Makeover Call – Creating Your Best Results in 2013 – 8 PM CDT 800-768-2983
- TNL – Home for the Holidays – Sam Caster, Al Bala and Rob Sinnott... 7:30 PM CDT at Mannatech Corp Offices or www.mannatechlive.com
- Special Mannatech Call – Thursday at 2 PM CDT... More details coming from Mannatech prior to the call.
- Last Week of BP 13.

Ten Steps to Make Your 2013 Goals Work:

1. **Design** your year with the end in mind; focus on specifics
 - a. What results are you committed to? Exercise:
 - 1) Review your goals for 2013 (as outlined after last call) and limit to ten most important to you
 - 2) Rewrite each of these ten in very specific terms (i.e. I am a National Director with 8500+ of Period GPV with 3 Regional Directors underneath me in separate legs; I am supporting 200 children per month through my downline)
 - b. The more you “stoke” your desire, the more it will grow to be consuming, obsessive, pulsating and burning.
 - c. If you have problems focusing, then start with the goal: Is it really your goal or someone else’s for you? Why is the goal important to you? Is it a big enough “why”? What are the consequences if you do not achieve it? SHARE these on call
 - d. ***“Goals are not absolutely necessary to motivate us. They are essential to really keep us alive.”*** Robert H. Schuller
2. **Dream**. Set aside 30 minutes each day to dream. Build your Dream Board.
 - a. Nothing is stronger than a dream to pull you into the future.
 - b. Visualizing is realizing. Take a camera and take pictures of your top 10 list (or what their coming to fruition would look like to you). Build a dream board just for 2011...add the Incentive if you chose it.
 - c. For those working with The Slight Edge, 5 days per week enter in your Feelings Journal.

3. **Read** 20 pages of a good book every day.
 - a. Look at your list of top 10 goals; choose the most important one and find a book that would help you realize that goal. Absorb the author's knowledge and apply everything you possibly can. Use reader's form attached.
 - b. Also, look at your "To Be" list...derived from your analysis of your need for certain leadership characteristics and find a book to support each one of those traits.
 - c. Go to the next goal on the list and do the same thing.
 - d. For 2013, I will continue my monthly book review on Monday calls to grow your business.

4. **Plan** your work and work your plan
 - a. One of my favorite sayings: ***Failure to plan is planning to fail.***
Quakers have a saying: "When you pray, move your feet"
Bible says: Faith without action is dead.
Have a written plan - 12 month calendar, include pivotal dates for accomplishing tasks.
 - b. Read, dream and work your business. Focus on **accomplishment**, not activity...results not time. "Busy, busy, busy...doing what???"
Don't get caught in the gristmill in 2013!!
 - c. Each night ask - what are the most important things to accomplish tomorrow? Build on TO DO list and schedule them as priorities.
Be-Do-Have....don't forget a daily "To Be List": list the criteria for great leadership and choose your TO BE list
 - d. ***"Many people fail in life, not for lack of ability or even courage but simply because they have never organized their energies around a goal."*** Elbert Hubbard

5. **Spend less** than you earn and invest the difference: 80-10-10 RULE
 - a. One of my favorite books
"The Richest Man in Babylon" by George Clason
Seven principles:
 - 1) Start fattening your purse (10% of gross is SAVED)
 - 2) Control your expenditures
 - 3) Make the gold multiply
 - 4) Guard your treasure from loss
 - 5) Make your dwelling a profitable investment
 - 6) Insure future income (multiple income streams)

- 7) Increase your ability to earn
 - b. Simply, it is not how much you earn but how much you keep.
6. **Manage** your drive **time** wisely (in fact, all your time)
 - a. Pick one of your goals or “To Be” list items: then find some audio tapes to support that goal/characteristic.
 - b. If you want to earn more then choose to learn more...list activities for personal and financial growth to which you are committed. Commit to listen, apply and grow as this new knowledge becomes a part of the very fabric of your mind. (Again, readers form attached).
7. **Take action**; always move toward your Goals
 - a. It is harder to get into action than to stay in action. So just get started! As NIKE says it, JUST DO IT!
 - b. With every decision you make this year, ask this question: “Will what I am considering drive me closer to my goals, or push me further away?” Analyze your everyday behavior: look at your commitment to take unproductive action and see what drives you. Choose otherwise.
 - c. Make sure your behavior is consistent with your desired results.
8. **Believe** in Your Future
 - a. “The Magic of Believing” Claude Bristol
here is a quote: ***“Just believe that there is genuine creative magic in believing - and magic there will be, for belief will supply the power which will enable you to succeed in everything you undertake. Back your belief with a resolute will and you will be unconquerable.”***
 - b. Set aside some quiet time to really focus on what limiting beliefs you have (you may need to go to a Klemmer Personal Mastery seminar to really do this...what you don’t know you don’t know could be totally sabotaging your life). Things holding you back are “I don’t have enough time”, “I always have such a hard time _____”, “I can’t ever seem to get ahead.” Etc. Then find evidence that each of these beliefs is not true!
 - b. View “The Secret” every day until you get this principle down. The Law of Attraction is VERY POWERFUL...but you must apply it to attract what you want. Your belief plays a huge role here.
 - c. ***“The future belongs to those who believe in the beauty of their dreams.”*** Eleanor Roosevelt

9. **Persist:** fully grasp the concept of Sheer Persistence
 - a. To maintain momentum, you must develop mental toughness.
 - b. To develop mental toughness means
 - 1) minimize the effects of discouragement.
Someone once told me that one of the most important activities of a successful networker is to manage discouragement.
 - 2) turn every negative into a positive. Romans 8:28
 - c. Persist, persist, persist and let the good old law of averages work for you!

10. **Build a support** team/and an accountability team
 - a. Nothing is more powerful than building a support team around you by sharing your goals and getting others to “jump on your bandwagon.”
 - b. Find a mentor/accountability partner and build regular weekly times to talk, share and get honest open feedback. This is critical to get you off any place where you are stuck. DO NOT find someone whose limiting belief of “need to be liked” runs their life.
 - c. Build a team, mastermind group, etc.; all of these are ways to make this work.

You Are Not Done With 2012 Yet....

- a. Get rid of some of those zeros with a year end letter...
“Renew Your Commitment to be Proactive about your Health.”

- b. Send your Christmas letter out to ALL people on prospect list or new associates.

- c. Thank your Leaders appropriately. Example: Send out a 2013 calendar to your leaders in 2012

- d. Never (and I mean NEVER) stop prospecting! Build your hopper to get yourself ready for the 2013 Incentive! One idea: Attack with an OsoLean Plan of Attack...weight/fat loss is top priority for most in January.

- e. Use The Founders Challenge to excite people!

Book Review Analysis

Name of Book: _____

Date: _____

Chapter reviewed: _____

In my own words, what was this chapter about? _____

How do the ideas and principles of this chapter apply to my life?

In applying some of this knowledge to my life, what kind of changes can I make in my life to support me growing into a better person? A better mate? A more successful professional? What habits am I replacing?
