

5 Phrases That Can Change Your Life **Monday, October 28, 2019**

- Next TNL, November 12th at Mannatech Corp offices or www.allaboutmannatech.com
You do not want to miss this one – Merri-jo will be speaking. Special announcement on Veterans... If you are a veteran, send in a picture of yourself in uniform (even if pic is from active service years), with your rank, branch and years served and email to veterans@mannatech.com
- New free version of Mannatech +... see document in library or click here.
<https://cloud.mannatech.com/mtlibrary/44634315351125.pdf>
- Sleep Support specials are still available... great way to boost volume
- Last week of BP... Make your calls so no one misses out. – use the specials to increase volume
- Watch for the November Promotions!

Background: Who is Adam Braun?

Story of experience knowing there is something more...not allowing societal norms to control your life.

1. Phrase 1: ***Get Out of Your Comfort Zone***

- a. Uncomfortable is where everything starts to or actually happens
- b. Adam's background...saw the Film "Baraka" shot in 24 different countries which lead him to "get out of his comfort zone."
- c. "Semester at Sea" in college; to visit 10 countries; 60-foot wave hits ship
Commitment to purpose...that near death sets up knowing you have a mission.
He asked: "Why am I here?" Your answer?
- d. Getting out of your "comfort zone" challenges everything you have ever thought about.
- e. His personal experience while in poverty-stricken area in India...
He asked a child: "If you could have anything you want, what would that be?"
Her answer: "a pencil." Result? He found his purpose! 60 million children have no available education in our world.
- f. How do you get out of your comfort zone?

2. Phrase 2: ***Challenge your Assumptions so you can Find your Truth***

- a. We all have internal truths from our heart and soul.
Different for each of us...but only find when we break down the assumptions we were taught as this is our path to discovery.
- b. After graduation from college (with desire in heart to work on Wall Street), Adam first backpacked in Guatemala for 4 months.
- c. Experience: caused him to start to project ideas into the universe...tap into his calling
- d. So, what drives your soul?
 - 1) M5M... helping children everywhere so dying of starvation is no longer a major risk
 - 2) Helping others with their health through these life-changing products
 - 3) Supporting people to live a financially secure life
 - 4) Your health and/or personal finances

- 5) Your desire to(using your time/residual income to fund something else that feeds your soul or give you freedom to do it).
- e. Start NOW to work on those ideas that drive your soul.

3. Phrase 3: ***Speak the language of the person that you seek to become***

- a. Start projecting your ideas into the universe
Whether that is income you generate, projects you start, charities you support...begin!
What is your languaging right now?
- b. Take action no matter how small that might be...
Plan action steps...12 weeks out not 12 years. How do we eat an elephant?
What is the language of the person you will become?

4. Phrase 4: ***Make the little decisions with your head; the larger decisions with your heart***

- a. When you follow your heart, you will never be disappointed.
- b. He started with "***Best in Class***" organization of education in third world countries initially in Laos (learned this at Bain Capital to help Fortune 500 be even better)
We each have a sense of a profitable purpose...not just about making the world better.
- c. "Not for profit" made no sense to him rather "For purpose" organization
driven by goal "Best in Class" problem solver
- d. Now over 400 schools are built!
You can visit his website www.pencilsofpromise.org

5. Phrase 5: ***Always ask: How can I create the most positive impact on as many lives as possible?***

- a. Everyone has a revolution "cornered in our vessel"
- b. What is yours and how are you driving toward it?
Mannatech ***may be exactly*** that revolution but it could also be the vehicle.
What is it for you and no matter which one, FIGHT FOR IT...WITH YOUR HEART.