

## The 90-Day Success Cycle Monday, March 10, 2014

- Weekly Mission Live Stream Monday at 8 PM EST, 9 PM EST, 10 PM EST, 11 PM EST [www.m5mlive.tv](http://www.m5mlive.tv) or 24/7 [www.m5mlive.com](http://www.m5mlive.com)
- Mannatech Now: Tuesday at 7:30 PM at Corporate Offices or [www.mannatechlive.com](http://www.mannatechlive.com). Ray Robbins 1<sup>st</sup> 30 min and Dr. Ben Carson Pre-recorded on Brain Health
- Building Champions Call – Saturday 10 AM CT - 800-768-2983 – Access code 4717458
- Mannafest 2014.... Be there. Register at [events.mannatech.com](http://events.mannatech.com)
- Association of Professional Network Marketing Professionals Conference March 27-30. For more info: <http://anmp.com>

Based on article by Michael Clouse

### 1. Understanding life:

All life operates on some sort of cycle:

Changing of the seasons

The phases of the moon

The rise and fall of the tides

Indeed, in Network Marketing we also have a constant predictable cycle we need to follow.

### 2. The Absolute Basic to this business

a. Keep the "Main thing" the main thing and that is

***"how many times today will Mannatech's story be told by you, by one of your Team, through a 3rd party tool, or through an event?"***

b. Learn to track the results from a above and you can build the financial future of your greatest dreams.

### 3. What is "the 90 Day Cycle?"

a. Your daily appointments feed into your weekly events

b. Your weekly events feed into your monthly trainings

c. Your monthly trainings feed into your Regional Conventions

d. Your quarterly conventions complete the 90-Day Success Cycle

And what do you do at the end of the Cycle? Start it all over again.

4. The single most important element of the 90-Day Success Cycle:  
Taking Inventory

5. Putting Numbers to the 4 aforementioned steps

a. *Your daily appointments*: includes you, your prospect, and perhaps your workout partner (upline support partner)

The presentations are 15-20 minutes and designed to move your prospect to the next level.

Your daily appointments feed into your weekly team conference calls, home meetings or hotel opportunity events.

b. *Your weekly events*: includes you, 2-10 guests, and your workout partner (for a maximum of 12). These presentations are from 30-45 minutes and are designed to enroll your guest, or to further their interests to attend the next event.

These weekly presentations feed into your monthly trainings.

c. *Your monthly trainings*: should include all local distributors from anywhere within 4 hour drive, be conducted by as many local leaders as possible, and have at least one "out of town" special keynote speaker. These trainings cover the basics in the business (and be 100+ in attendance).

These events feed into your Regional and National Conferences.

d. *Your quarterly conferences*: These complete the 90 day Cycle. These include key leaders from the company, and cover 1-2 full days. They are transformational: to transfer people from "being in the business" to "the business being in them."

6. After Each 90 day cycle, TAKE INVENTORY.

Call all your key distributors and inquire

- 1) Are they intending to be at next major event
- 2) What Leadership level do you want to achieve by that event?
- 3) What income level per BP do you want by that event?
- 4) How many new Team members by that convention?