

9 Pillars to Success

March 4, 2019

- PLAN NOW: Be in Costa Rica...How? We are now in the most important month to work on the incentive
- 2 New patents
- Next TNL – Tuesday, March 12th at 7:30 PM CT at Mannatech Corp offices and www.allaboutmannatech.com
- Mannafest 2019 -25th Anniversary April 3-6. It is an event not to miss... <http://mannafest.com>
- Next DFW Business Training, May 4th from 9 AM – 12 PM CT at Mannatech Corp offices and www.allaboutmannatech.com

Strategy Roadmap Program by Eric Worre

1. Decide

- a. To make 2019 the Best Year of Your Life
- b. Don't say "after I get my refund"... "after my son goes to school..."
Amateurs wait to achieve their dreams then never do since there is always a way to "wait"
- c. No need to be perfect just START! Taking action is better than no action.
- d. Winners begin right away...they act, don't react! They learn by doing. They don't plan it all out first.
- e. Say yes to YOUR DREAMS. Tell the world so held accountable. Then figure it out!
- f. Abandon that "old way of life" and never look back..."burn the bridge"
List your action steps today!
"Once you make a decision it's pretty easy. Until you make a decision, it stays hard."
Eric Worre

2. Commit to the Skills

- a. Increase your amount of experiences and that is how you get good.
Good or bad are irrelevant...they are ALL learning experiences.
"Professional": one who has failed enough they know what works
- b. "It's in the moment of your decisions that your destiny is shaped." Tony Robbins
- c. "I either win or learn....I never lose." Adopt this thinking.
Every action is a learning experience so you win.
Training at the highest level is experiential training.
- d. Skills necessary:
 - 1) Find people to talk and share with
 - 2) Improve Communication Skills everyday
 - 3) How to Present Effectively
 - 4) Closing

3. Habits: Engage in simple habits daily for 1 year without exception

- a. Baseline daily habits...time and action steps EVERY DAY.
- b. I "should" becomes "I must"
- c. Recommended daily habits:

- 1) Use the product
- 2) Share the product with others
- 3) Talk to people about their entrepreneurial plans
- 4) Engage in personal development

4. Associations

- a. "You become the average of the 5 people you spend the most time with." Jim Rohn
- b. Drink what they drink, talk like they talk, live how they live, read what they read,
- c. Limit your association with any negative influence, deny toxic people, get around people of influence
- d. Hold your life to a higher standard:
Are your friends/associates
 - 1) Are you helping me to achieve my purpose and growth of contribution on this earth?
 - 2) Are you pushing me in the direction of what I was meant to do?
 - 3) Or are you constantly pulling me back from what I am supposed to become?
- e. Earn your right to be around others of influence...be a servant.

5. Think Bigger

- a. Quit playing Small!
- b. What would it look like if for 1 year you totally dedicated yourself? What if you put all your creativity all of your work ethic, all your focus, all your determination, all of your passion, all of your skills into seeing your business grow and succeed?
- c. Never settle for where you are. Dogs settle for bones...when they love the steak!
- d. Develop strategies to accomplish your Big Goals

6. Let it Go

- a. Accountability
 - 1) Create positive or negative reward systems
 - 2) Come up with consequences of not accomplishing
 - 3) Enlist friends and family to hold your feet to the fire
(i.e. Earn Costa Rica or....)
- b. "You have to find a way to step into your potential."
- c. We are amazing at justifying and rationalizing...STOP IT
- d. Your "To Do" list is what robs most people of their potential
Rid the things that can be delegated, spend that extra time with a potential partner
List today what you need to let go of...

7. Create a Vision

- a. What is your vision?
Be specific.
- b. These do NOT qualify. "I want to be successful. I want a bigger team. I want more people using our products."
- c. Secret to big high level success: People don't join your product, your company, you. They join your VISION.
- d. Your ability to articulate your vision is crucial for your success.

"Hey let me tell you where we are going and what's the plan." Once you have a vision, it is easy to formulate a game plan and strategy.

8. Game Plan

a. Action steps...daily weekly monthly

b. Cover:

1) What is your recruiting game plan?

2) What is your rank advancement game plan?

3) What is your duplication game plan?

4) What is your event strategy game plan?

5) What is your training game plan?

c. Entrepreneurs do not let time be an issue; even part time works just accomplish the actions in 15 minute segments.

d. Attack your fears: if you are afraid of presenting, do 100 presentations. If you are afraid of calling people, make 500 calls.

e. "Every person who has done what they love has struggled with parts of it."

Eric Worre

9. Decide to Work @\$ Off

a. If you want to be an entrepreneur, then fall in love with the process.

b. "The secret to success is I did not live within the expectation of anyone who coached me or played with me. I rose above that expectation."

c. Find someone who will not let you settle for less!