

## Association of Network Marketing Professionals

Dallas, May 31 - June 3

June 4, 2018

- Next TNL is June 12th at 7:30 PM CT - Dr. Nugent will be speaking on Empact+
- Empact+ Sampling ... coming this week
- Pack your bags.... The New Incentive announced and rules are in the library. Start now!
- Check events.mannatech.com for Dr. Nugent coming to a city near you
- **Coming attraction** – New Ambrotose Life Presentation – Keep a lookout as it will be posted in the Mannatech Library

Intro:

Leadership by example: cannot hold others to a higher standard than you hold yourself  
The Book of Acts: take this info and ACT on it..

We are the ambassadors of our profession...we are here to lead...be inspiring leaders

### Eric Worre-by video

Trend #1: Lots of major programs for customer acquisition. They become #1 targets for assoc.

This is happening all over for lots of reasons: see value of opportunity over time

Trend #2: Social media

Figure out what is really working today; keep yourself relevant and fresh

How to use social media to launch

3 way messenger versus phone calls

finding prospects...live stories, groups

Use platforms for training, event promotion etc.

Should be blending these strategies: on line brings speed/offline is depth

Trend #3: Emphasis on getting new distributor check as fast as possible

Ours is AQ personal; speed builds belief; retention, duplication, etc. everything goes up!

1. Our level of professionalism needs to continue to improve

we tell people it is easy, fast, simple, and it is not!

If you are willing to work...it is worth it

It is better than any other form of entrepreneurship; the truth is enough

2. The way that we present...be professional

don't hand out at funerals, no inappropriate marketing

When we do things right, the reputation of our profession grows astronomically.

More people today are considering themselves network marketing professionals.

### Taylor Worre

What is your objective this week? *Grab a few concepts to help instill a hunger in my team*

Be purposeful this week; defining moments don't just happen...you make it happen

Never a better time to be in MLM than right now...

How many people are interested in an entrepreneurial endeavor...

Babyboomers: 7% are interested in what you are doing  
Gen Exers: 39-54 ...16% are interested in entrepreneur  
Gen Y's: 24-38 83.2 million; 35% are interested in entrepreneurial  
Next generation: 60-70% of them will go after entrepreneur  
Why? The Gig Economy

Uber, Amazon, ABNB...One thing we have they don't: Leverage

So, how do we break into this GIG economy?

We need to compete in such a way that people don't even know a game is being played

Make it easier; drive people to make money right away

Customers are going to be key going forward

1990's: 50-50; next 10 years: 70-80% customers

66% of all distributors were once customers; Set the proper expectations

So, now you know this...what are you going to do?

This is the YEAR that scales will tip...this is the YEAR it will become the norm

Henry Ward Beecher...***"Greatness lies, not in being strong, but in the right using of strength; and strength is not used rightly when it serves only to carry a man above his fellows for his own solitary glory. He is the greatest whose strength carries up the most hearts by the attraction of his own."***

### Casey Eberhart review of history

Vision of technology in 1988...future was all in technology

Don't be scared of technology

Technology is going to move rapidly...but fundamentally we are still about relationship

Reviewed history...from 1988 to present

Its about the BASICS!

"double digits a day (prospects) keep the commission checks on their way"

Lisa Grossman:

I will help You...(You) Build your Business.

DO things over and over and over and over and over...

Today: I do not buy any product from a store if I can buy from a network marketing company.

It is important for basics: DD Troutman...Recognition is KEY!! Almost more important than the cash.

### Chad and Natidda

2nd generation network marketers

Natidda:

parents started in MLM when she was 5...she was able to watch them...

I will do this because I have faith, courage and enthusiasm

At 18...how will I ever follow their footsteps...parents just kept saying "I believe in you"

her mom would go out every day to do this business

She is dedicating this to the women in the room...

"let your light shine over others so they can see your good works..." Matthew

So, if you believe this, why are you not stepping into your greatness??  
believe in you...do whatever it takes...I can't wait to fail, cause then I am learning  
You need to quit....QUIT MAKING EXCUSES!  
Do you plan to be a winner or a whiner??  
Difference activity versus productivity: activity keeps you busy, productivity makes you a  
fortune. Stay out of activity...get into productivity.  
SHift: Just decide to do good for people...People can dream again...

Men Message...Chad

More Money and More Time is what drove him  
How? Listening and Doing; Everything big must start small  
Take 3 things you are going to take action on from this event then do it!  
**"No more brick and mortar now click and order"**

#### **BAR ...acronym**

B...Belief must have unwavering belief  
A...Attitude is critical  
R...RUN..work like a dog

#### **Deni Robinson**

Heart centered leadership...the freedom will far outweigh the money  
Making new friends and making a difference

1. The windshield of your future must be larger than the rearview mirror of your past.  
Don't let your past control you; don't look downstream look upstream, become servant leaders
2. A comprehensive list of everything you're entitled to and what the world owes you...0?  
Taught to work...God can move mountains but don't be surprised if he gives you a mountain  
and a pick axe.
3. GRIT.. pursuit of long term goals with passion and persistence.  
This makes a difference. Must make a defining commitment to yourself for your life to shift
4. Don't let these incredible notes to become "shelf help"  
Comparison is the thief of joy...  
BELIEVE: if they can do it I can do it...
5. What you Focus on expands...Focus on it every single day  
You start being in the vortex...people are attracted to that...they want to be a part of it..  
They won't believe in it until you believe in yourself. She spends an hour a day on self-  
development.
6. Spend 80% of your time on the things that will make money: recruiting,  
20% in management mode  
Your business always is about meeting new people!  
3 foot rule...if not many there, then just move closer  
Be more interested than interesting; ask questions about them  
Help people, love on them and make friends  
GOALS: she is very much into visualization  
"pray like it is up to God and work like it is up to me"

***Get to a new rank and then help others to get where you are...that is the game***

Have big audacious goals but check them at the door  
When you think "who can I help?" people will show up at your door  
4 P's: Promote, Plugged in, Paid up, Praise  
Who you become is the master key of building your network marketing business...

### **PANEL: Rising Star Panel**

Tom Chenault is interviewing the "snot nose kids" (millennials)  
First word in our business is **network!!**

Mr. Napalitano

Are you looking to make a side income...

A 4 year degree today is like a HS diploma everyone has one

So, what will distinguish you

***"I can get good at a lot of things but they won't get me what I want.***

***Network marketing will!"***

Deni Robinson's daughter

watched both parents work really hard at what they did

but end of day...dad had to go to work every day

Mom got paid for what she did a year ago 2 years ago, 3 years ago, etc.

"The Outliers" book: made her want to become an expert in residual income

Pyramid scheme...how to respond

Hilary: doesn't often hear it...

Tony Robbins..."the person who has the most certainty in a conversation WINS"

So, level of belief will cause it to disappear.

Brittany: You get back what you put out

If you are not confident that people are winning in this industry

people will find you and grab the insecurity and take you down the rabbit hole

Tiff: I truly believe there is no better route in entrepreneurship than network marketing.

Colt: I am a product guy...the impact of the product creates the commitment to the business; Build value in product first....

Anthony: If your income is based on customers, money stagnates

If they ask if it is pyramid "Do you want a spot at the top?"

Mark: I love building a great pyramid...

People who are afraid of success don't need to be in

I lead with the little stories not the big stories:

make money to pay child support, credit card debt, meet their needs

Spending 10% on personal development

Fall in love with products and they will fall into the business...

Continue to build relationship with your customers after they are in...

Build on them and 2-5 months later they want to promote...

It's easy as a millennial to feel like you don't fit in

***CULTURE will get them in***

Millennials are lazy as crap...

Travel all over the world  
tired of stocking shelves...  
Sacrifice the BS that is holding them back...

WE don't create success we attract it

Curiosity wins...we all need a blue print to get somewhere.

How to get from point A to point B

Show them the steps to get there

Work more and more on self...attract key people in your life.

Common sense tactics

building customers

If you do that the next 4 years of your life can you walk away financially free

Wouldn't it be smart to start something on the side to live the life of your dreams...solve basic problems and give them common sense solutions.

WTF... What does the future look like for the rest of the planet because of the work we are doing

Ignite passion in other people

every thought ignites an action, etc...

We are 1000 % in the driver's seat that leads us to our future...

Anyone has the ability to show up in this business and what drives her is the idea that they are changing lives...

This whole share economy is so real...

This same specific example is applying to products...

With MLM everything is done for us...not a lot done on the backside...

So, when people get into **share economy**...easier, bigger and better..

***The share economy is the real deal.***

When people came to this country...dream was entrepreneur  
now people have dreams of jobs

***So, his vision for MLM is bringing back the American Dream!!***

## **Friday**

**Jeff Altgilbers**...earned over 24 mill

Give, share and show...if your heart and mind are connected you can do anything.

Why the Legacy Leader?

A list and a phone...in 90 days found new people

had a team of 800 people

He had a fear of failure but could not fail

This is a threshold...a turning point

no more excuses "I am going to do this 'cause this is my time"

"So help me God I will do whatever it takes" Scarlet O'Hara

He never read "The Secret" but understood the law of attraction

He went from broke...18 months later moving into a mansion

So, let's talk about YOU...how to be a Legacy Leader:

1. FOCUSED...put blinders on ...you will get hit by all sorts of deals...
2. Vaccinate yourself against "Compare-itis"  
you don't get paid on likes, views, shares...Don't compare to other people  
People will attract to you...your personality, your core values,  
first thing people buy is YOU...so be proud.
3. Get committed  
Stay in it...be committed to your team; Work through your leaders to find other  
leaders...continuously
4. Integrity: Always do the right thing; never cross-sponsor or steal
5. Step into leadership; Be a leader of Influence
6. Be a great communicator
7. Be a family: He gets his leaders to come in and spend time in the Smokey mountains  
Have fun and not a lot of training; love people and help people

### **Chanida Puranaputra**

Her story...from Thailand; Came to US to study with a total of \$2,000

Started a restaurant; She still knows nothing about social media or FB

She sticks with the basics...the fundamentals

First day she saw it...had no idea about it. At 31, she realized she never had a dream

We need to **Dream** again

Next make a **Decision**: How do I succeed? She asked the top guy...he said "Make the decision"

Means "no matter what" until

### **Defining Moment**

What made her shift...drives her everyday:

She was able to bring a \$150,000 life ins check to the father of the man who died..

that talked to her...I couldn't ever stop...it changed the entire family.

### **The Magic of 90 Days**

If they put their mind to it, people can change.

If you DECIDE today to do something different...in 90 days never stop, don't worry about  
the result

Talked to 5 people per day for 90 days, don't worry about whether they join,

After 90 days you will be changed! Momentum: NIKE...."JUST DO IT"

### **Noah St. John**

Affirmations

Getting rid of head trash

Money acts as a magnifying glass... "Making Success Automatic"

Join Free AffirmationNation.com and join the group

Sendmeabooknoah.com

***"If you keep doing the same thing you will keep getting the same results"***

### **PANEL of CEOS**

## Selling versus Buying environment

Jesse McKenney

1 year old company

80/20 customer to rep

focused on "KISSING" our customers

1. what can we do to Kiss our customer: include cards in every box
2. Strong focus on customer support

Steve Wallach

shift back to customer acquisition; Focus on Value Proposition; Listen

Karen

everyone is our customer internal and external

leverage as many platforms for customers that we have for associates

So, everyone is treated the same...only diff is if they get a check or not

Al

our job is to match the culture inside with the culture outside

Residual income only exists if there are residual customers

Heidi

20 years in the industry...Always starts with the product

Distinguishing sign ups and customers

FB customer pages...add friends products first

They love their customers; when they have great results, then want to share

Robert Oblon

Going old school...Belly to belly

Getting people to understand it is all about sharing the product

He is blessed to have a product that gives instant gratification

It also impacts on health, so spends time on testimonials...lots

Product website ONLY PRODUCT, ONLY TESTIMONIALS

This has created a 7 to 1 in 5 short months customers to associates

Al

Two trillion dollar companies that are just websites...Ali Baba and Amazon...so trillion dollar opportunity for all of us...

## What is the FUTURE

The future of DS is women

The GIG economy is the future

we are the original social selling platform...

The future is each and everyone of you...share with people our passion

you can be your best self, do not play small

we can all Win together; we are the future and we raise humanity

Al...over the next 12-15 years...

lose 8 million to 2 trillion jobs  
greatest migration of people from E column to B column  
Explosion of middle class  
international barriers all broken down  
We need to position ourselves as the best option in the GIG economy  
More about WE instead of Me  
we give HOPE  
Future is about how many lives you can change  
help as many people as possible in their pursuit of happiness  
we get paid to elevate peoples' lives...

### Brian Carruthers

Find a process that works for you...no limit in what you can create  
***Need to know WHY you are building your business...a philosophical reason***  
Not the normal Why we ask...  
Wrote the Money Mindset  
Begin with the End in Mind...  
we want to have control in our lives...what is our end game  
We should be focused on building wealth with our model  
Most people are servicing debt...  
No, spend "extra" to invest and build wealth  
WEALTH BUILDING  
Have a PLAN...and follow the PLAN  
Pack away at least 10% in separate account; Spend less and make more...get wealthy  
twice at first...

Opportunity cost: Everything we buy today steals an opportunity for tomorrow  
No instant gratification...

Know a lot of people who had lot of time and no money  
Others who have lots of money and no time  
I wanted lots of money and lots of time!

\$150 per month in 10 years equals \$30,982  
Talk about wealth building immediately to people  
You don't need to be a 6 figure earner to be a millionaire in the end game...  
teach then money mindset..

### Patrick Shaw

"Fear can't stop death but it can stop life."  
There is nothing greater than working greater on ourselves  
***Technology***  
he is watching our interesting space we are in right now  
gamifications, capture pages, etc.

This business is built on part time people 7-10 hours per week  
People are making a decision based on simplicity  
If you don't provide your people the right tools and how to use in the right way, they are going to do something else. Make it duplicatable!!  
Cell phone is our tool.

One of the greatest books "The 4 Disciplines of Execution" Sean Covey

1. Focus on Wildly important goal
2. Act on the Lead measure; ours is prospecting and follow up
3. Keep a compelling scoreboard...we all run faster when we compete... scorecards matter...do you have a scorecard on the lead thing for the business??
4. Create a cadence of accountability: "Questions are the entryway to a person's soul"

### Jeff Roberti

Juice Plus; Over \$100 million from 1 company  
almost 1 million auto ships in his business monthly!!  
#1 fear is public speaking...If you are in your head you are dead!  
Came from poor family; father died at 46 always struggling to pay the bills  
He found himself working all these jobs...he was sick and tired of being sick and tired  
Great work ethic...Danny told him about great opportunity coming to town  
he went to see...all the answers and no money (crossed arms in back of room)  
Heard all the stories so he spent two and a half years being trained by Jim Rohn, etc.  
Company went through tough times...he was broke again but it changed his life  
This coming January 32 years with Juice Plus; he became a customer first  
The concepts in this business never changes....  
Larry Thompson was his teacher...Herbalife guy  
**Retire into your business not from your business**  
Secret to living is giving  
He grew his business to \$1 million a day in first few years...  
"HOW" part is about 20%..."MINDSET" is 80%  
The YOU part of the business:  
See things not the way they are but what they can become  
As you grow your business you grow  
Bible said>>> Find a way to serve the many  
GET CLEAR on your WHY...a WHY that will make you cry.

GREAT QUESTION to ask: "Would you follow you? Your work ethics discipline, etc.?"

***You are rewarded in Public for what you do in private...***

***He had a burning desire...*** look for HUNGER...Find someone who is WILLING TO WORK  
GO, SHOW, TRY, DO The number 1 recruiting tool is look into mirror  
Holding yourself accountable, Raising your standards

***Lighten up and your sales will brighten up***

End of day your job is talking to people...safety in numbers, Law of averages

Baseball. If you hit the ball 3 out of 10 you get paid \$4 mill a year...

Say less to more people

NEXT

Your job is to tell your story.

Don't fall in love with product, with company, rather your new contact.

Fortune is in the duplication

Retail to recruit

90% of the people are customers in Juice Plus

#1 success word in this industry is BELIEF

It is not what you say but how you feel about what you say...

Zero fear of rejection because it is never about me...rather the person in front of me

3 things

1. It is about meeting their needs
2. Add value to their lives
3. Create raving relationships...LT relationships.

Success without fulfillment is the ultimate drag on life

Pick a fulfilling endeavor...art of fulfillment...what do you want to change in the world...

When you have that position of strength, you are bullet proof ...people see that

You also need to come from your heart...have a servant's heart

Go into relationships for them! Under-promise and over perform

RPM

R = Results: What specific results do you want from your business?

P = Purpose: Why do you want it

M = Massive Action: Easier to go fast than to go slow, Make a decision, This is your chance!

***Need hard working, ethical, etc. Hungry!! That is what you need to find!***

**Friday Afternoon**

Customer service is critical

**Spencer Reese, Atty.**

His daughter is CEO of a MLM and was on earlier panel

Now focus on customers, Amazon is our competition

What is the strategic competitive advantage for the MLMer?

Amazon is our biggest competitive and it has everything to do with legal

Our advantage: we can form a community!!

Avoid outrageous claims and

Stop thinking your only advantage is a unique product

So, what we need is a very personal customer service program.

(forming FB Units so others join in on the support...)

Babe Ruth

"You just can't beat the person who never gives up."

Chinese proverb:

"Fall down seven times and get up eight."

## Tom and Denice Chenault

I just don't know who to talk to

51 mill families in the US do not make enough money to pay for basic necessities

66% of paying jobs out there are paying at less than \$20 per hour

Bottom line: half the people out there are looking.

You know how to show that there is hope...

## Scott Schilling

High intention and a low attachment as to what the nugget is...Be of service

Zig Ziglar..."**You can have everything in life you want if you just help enough people get what they want.**" Really learned from his mother at 5...

Sales is the oldest profession...this is what he put on his card

"Sales is exchange of product, good or service for cash or its equivalent."

When I satisfy or solve a problem for someone it makes a sale...

"education through communication without manipulation"

We get to teach people about the advantages,

We don't hate sales people ...we hate manipulators

Basics for every professionals:

1. BE AUTHENTIC...

Take the 14 inch Journey ...head to heart

You have a story which makes you enthralled...you are unique, so why are you spending so much time trying to fit in when you stand out?

This is a relational business...you gotta love people. They will give you every reason why they would take your products...just ask them

2. BE ON PURPOSE This gives me joy

3. EXPRESS YOUR PASSION Do what makes your heart sing

4. Absolutes:

a. *What's in it for Them?*

It's not about success it is about significance

We have had our butts kicked enough...now live in joy, significance

Millennials are not after success they are after significance

b. So, the two generations have to work together...one has been butt kicked, and chased success now want significance; the Millennials are not chasing success, versus want significance

b. *People do business with those they know, like and trust...*

This is issue with our industry in the past...

It is always about building trust...hard to build and easy to lose

c. *People do business when they are ready*

He wants respect, love and think you have hung the moon from each person

**Become a spontaneous servant to everyone...**the rest takes care of itself!

**"If you are little crazed about this business remember even Moses was a basket case!"**

## Johnny Green Basketball analogy

Gotta have Shooters on your team (Steph Curry)

If you want a dynasty you have to identify the shooters

Prospect everyone...that is a "shooter"

Klay Thompson...he was a "fundamentalist..."

system is followed to a tee

Dramon Green (35th pick in 2012)... "the enforcer"

Andre Iguodola "the veteran"

6th man coming off the bench

Veteran; bring wisdom, leadership, pass information on

Shaun Livingston "The Comeback"

horrible injury, he was out...played for 8 diff teams.

GSW took a chance...he has a chip on his shoulder

Keep shining on them...you never know when they will explode your business

Kevin Durant

"Mr. Clutch"... When game is on the line, he wants to take the game winning shot

Great player; hired hand

The Bench

"supporters" You need to have a strong silent bench...they will help TEAM prevail

The Fans

These are your customers ...you need these as supporting the entire network

Once start winning, then lots of band wagon fans jump on...

Coach ...can be upline, corporate person, etc.

Motto: Have one...

1. Commitment
2. Sacrifice
3. Team work ...makes the dream work
4. Consistency

Sponsor the greedy and not the needy...

**Develop your dynasty!!**

### **Matthew Rosa/ Jason Brown**

5 years they felt what are we doing

Matthew...his family

criminals, uneasy, lack of income, can't even sleep at night, etc.

all time low...network marketing saved his life

he found MLM...and people cared about him, lifted him up, personal dev.

Jason...saw Jeff talked about parents in the working class/hard work

so when he found MLM...found an outlet...helping people, working hard, for unlimited

income: first 2 1/2 years made about \$12,000, something was missing...

6 Phases of Sustainable Growth

the Secret...NOT Do Nothing! there is always an easy way but it won't work long term

Put your hands in the business...go 40 levels deep, help all

1. Establish a WHY and a WHO

WHY is so critical!! people get burnt out if they lose track of the why

WHY is the concrete foundation/not about money

WHY needs to make you cry

Also have to find the WHO

Attach to people...know and love your team

Look beside you if you are looking for WHY

We are taught about the WHY...when they are so self-centered we can give up on it  
BUT when you make it about someone else, something else, and he make a  
commitment to retie his parents...he did that last year!

2. Long Term Goals, Short Term Goals and Vision

Set a real Long Term Goal...cannot be about the money...

***Make your goals about everybody else! We can always give up on us...***

ST Goals is terrific...measure ST success

3. DELEGATE and STOP SURFACE SURFING

There will be market correction; With that frustration we tend to forget...

Things are not getting done...

Don't just focus on the surfers...look at the smaller guys and work on their dreams

Work with the people deep in the organization...This is important

You need money to service other mankind

4. Apply a System and Duplicate...If it doesn't duplicate, don't do it

It takes about 90 days to show up...after 90 days they started seeing momentum

Your Team will do what you do!!

5. Execute and Take Action

You want to be in a constant state of launch...it is not always going to last

what will last is the belly to belly relationships; balance high touch with high tech

**Cedrick Harris**

goes on-line by video; He is hard and fast and tells the truth

7 figure earner

the 6 P's to becoming a MLM Professional

1st P. Practice

Newport News...Alan Iverson grew up there; BB players practice 6 days to play 1

What about us? We Practice on real people...so go do it

Perfect practice makes perfect...practice on your boyfriends, girlfriends, etc.

practice with my husband, fish, cats, practice all the time!

why not practice on real life people? Practice on People

2nd P: Phone Mastery

We have stopped talking on our phone? just texting

We need to Call and text...those are the ones winning

Understanding people has not changed. Build belly to belly on phone, and social

media...Get phone mastery down...When phone rings it is cash calling

3rd P: Participation

connecting

#### 4th: Persistence

You just become the feds. Persistence in prospecting

Persistence is really important...could take 6 months you never know the timing is right

Persistence is the way to WIN

#### 5th: Personal Development

All network marketing is...is personal development with a product

Who are you becoming along the way...

We have to take our industry seriously...

If you are watching TV you are not serious!!

Why are you spending so many hours looking at someone else's success instead of working on yours

#### 6th: Posture

No one wants to join a funeral parlor; Posture is important

You BELIEVE and that should come across on your face!

The confidence should come out!

*You would care less about what your mom and dad and whomever say...if you have GOLD in your business, why wouldn't you share it with everyone??*

Don't be cocky but understand your product love it and be a product of your product!

Don't drive a Mercedes at your Honda dealership where you work!

When you start being the professional people will want to be a part of you.

### **Jordan Adler**

#### Legacy

Legacy will be born out of your troubles and your dreams...

It is the big things that happen in an instant that change everything.

He joined his 12th MLM

8 months into it 40 people on team

They disappointed him

Over next 4 years...signed up 80 and 5 of them grew HUGE!

"Searching for Sugar Man" made 6 records and never sold a one of them...

1. The elevator of success...in network marketing  
Meet up with people/get tapped into the right networks
2. Good things, God's things grow by themselves  
the tree grows by itself  
plant your seeds...water it, quit ripping it out if it's not growing at the  
pace you want
3. Your legacy is almost always invisible for awhile  
it is beyond your ability to see...

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### **Friday Night**

#### **Sean Murphy**

The 3 Yeses:

1. the confirmation YES  
I will try the product...people say YES and they go off and do amazing things...

## 2. Counterfeit YES

They say they will try but do nothing...Fight or flight and then went off they say YES because they know you will not go away

## 3. the committed YES

### His defining moment

Sat morning on the farm you do chores

10:30 in the morning...discussion started (he was the youngest)

said "aren't you going to tell your mom you are gay."

Mom wanted him out...change his name, kick out of house...

he was co-dependent (since mom was an alcoholic)

he said "I will never have another bad day"

"I will never be around sorrow again."

I Am Responsible!!!

Fear: what happens to you

Who journals everyday? Write it or text it?

You need to write it every day...

We set our Goal in the future with your mind...your mind is memory

there is not a single thing in your mind...pattern is in your brain..

I am going to prospect more in the future...your brain is not patterned that way.

"Why am I going to prospect more?" that is so much better

It avoids the pattern and creates new

The old pattern...sets in

You can come all the reasons for it (why) but the decision came up in the brain...

***We need to understand our brain...***

Are you married to your dreams or are you just dating them?

You need a mentor...If you are married to them, and not living them you need a divorce.

What do you need to divorce from? People fall in love with their dreams...

### Alan Steelman

ex-congressman in Texas Republican

Bill Blass ministry prison...

devoted his life after retired from football

***Exiting the A.S.A.P. Lane***

More information than ever

how do we deal with it...heavily influenced by how we live our life

Our Monkey brain: all our beliefs memorized...you're too fat, you're too stupid, you're etc. limited beliefs

Manage the subconscious is what he is talking about

"Forks in the Road"

we come to these places in our life...

President Nixon...Watergate...

two roads ....I took the one less traveled  
WE took the road of the entrepreneur...that is what you have to live by.  
Entrepreneurial walk is the backbone of our economic success.  
Rewards for the entrepreneur bring many more rewards...

anxious, stress, addicted and pressure (A.S.A.P.)  
this is where we might come to in Entrepreneurship  
Ability to calm the mind during these stressful situations...

The eyes are useless when the mind is blind.  
Master how to remain calm...

### Keith Halls

Story of his MLM experience  
6 years later struggling to get people in..  
Language of the heart has no barrier...speak heart to heart  
all joined cause they all felt his heart  
learn to connect with the people you are working with

### Carlos Marin

frustrated stressed and nervous when he got into this industry  
he jumped in this industry and was **HUNGRY** to succeed

9 keys to creating wealth as a Wealthpreneur (his new book)

Key to sponsoring...INFLUENCE

5 levels of Influence

1. You are newbie and only sponsor on enthusiasm
2. Professional...someone who has mastered the skills
3. Expert...not just mastered the mechanics but also the mindset...  
developed an attractive personality...magnetic mindset
4. Celebrity...doesn't necessarily know what they are talking about...but people  
follow celebrities as they want to be like you; awestruck
5. Celebrity Expert: magnetic personality, they are the Rockstar's in our industry  
They are elite athletes in our industry  
They have a level of influence above and beyond the norms

$M + S + A = R$

Mindset plus Strategy plus Action equals Results

Cannot just take ACTION!! Right Mindset will help you find the right Strategy

9 Keys for a wealthpreneur plus an exponential multiplier

1st Key: Clarity...the WHAT

2nd Key: Commitment...the WHY

3rd Key: Courage...the Power to Find out How

People are paralyzed from procrastination... hung up on HOW  
If WHAT is big enough and WHY is clear enough you will figure out the HOW  
Live with an attitude of gratitude...that is the EXPONENTIAL MULTIPLIER

### Matt Morris

Told his story 3-4 years of failure with three different companies..  
2 motivators: desire for pleasure or avoidance of pain what is more motivational  
He listened to Tony Robbins  
concept: modeling...follow what someone else has done..  
Kept reading book after book after book  
What allowed you to struggle for several years and then change?  
Wayne Nugent was his mentor...  
he said a few things...  
where I had lived my whole life was the land of mediocrity:  
average number of friends, average everything...  
so for the longest time he wanted the land of freedom  
back and forth so many times...  
In order to get to land of freedom...he had to leave the land of  
mediocrity  
The fear was so gripping...so went back to SAFE...land of mediocrity  
never have to get out of comfort zone when living in land of mediocrity  
BUT get courage and do it again...  
sign up 5-6...they are like chickens  
commit and then no show 'cause they can't fly  
***Only way to find an eagle is be the eagle yourself.***  
Mentor said: can't make chickens fly  
Make yourself the eagle first...  
There are two types of MLM...addition or multiplication  
Enroll other leaders and enroll them fast which will turn into millions  
So he just followed the mentor

#1 Stop tip toeing around!! Trying (is to not do) to put toe in the water  
GO ALL IN!!

The only way to go from mediocrity to success is to go through massive rejection  
in 30 days he signed up 30 people

#2 Stop being a try baby

sometimes a dud lead him to a stud...  
or a dud lead me to a dud to a dud and then the stud..

If you want to be confident then start saying the things that confident people do.  
If you want to be a great leader do what great leaders do!  
"You are who you say you are."

"If you are coachable and teachable I will help you be successful and you will not fail. I will lock arms with you on your path to success."

***"Common men like common men because they justify their averageness!!"***

***Make the DECISION TONIGHT TO BURN THE BRIDGE...pay the price, pay the full price!!***

We have to stand up and refuse mediocrity!! We have to stand up and march to FREEDOM!!