

"The 12 Fundamental Truths of Network Marketing"

Monday May 20, 2019

- Are you preparing for the Mannatech Purge on May 25th? It is happening this Saturday!
- We will be doing a Facebook Bot training starting in June – Registration coming out this week
- Are you in the Achievers Club?
<https://mannatech2.s3.amazonaws.com/mtlibrary/107262904840689.pdf>
- Next TNL, May, 28th at Mannatech Corp offices or www.allaboutmannatech.com
- Next DFW Business Training, June 1st at Mannatech Corp offices or www.allaboutmannatech.com
- Mannapalouza, June 22nd at Mannatech Corp offices or www.allaboutmannatech.com.
Be There!!!!

Audio Book and Study Guide "The Art of Significant Network Marketing" by Dan Clark

1. Successful people get what they think they want at the moment. Significant individuals want what they get, so they do not die with their music still in them
 - a. Set your goals for 1 month ("today"), (bite size) and then keep your eye on the prize. Meeting your desires in the moment will create momentum for the long term.
 - b. Never allow anything that happens rob you of your vision!
2. It is not enough to say "I will do my best."
 - a. We must succeed in doing that which is necessary to Win.
 - b. Succeed at What is Important Now!
3. Today you have never been this old before...today you will never be this young again...so, right now matters. Today Matters!
 - a. We cannot always control what happens...
 - b. What you can control is what happens next.
what does this mean? We work our plans and unexpected things will happen, but what we always can do is control HOW WE REACT.
4. The definition of selling is the "transference of trust" which is relationship selling, never making a sales pitch, and always sharing a "serve" pitch as a problem-solving advisor who cares about friends and their families.
 - a. People do not care how much you know until they know how much you care.
 - b. Empathy
 - c. Be With listening...take a listening class so you know how to be a great listener
 - d. Find their issue and then offer a solution. Don't tell people what they need.
5. We become the average of the 5 people we associate with the most.
 - a. Connecting is one of the most important things we do...or don't do.
 - b. Find people who you are intimidated by and see how you can serve them. Befriend them, learn from them as they have so much to offer to help you be the best.
 - c. The famous crab story...don't let it hold you down.

6. Wealth flows through you not to you.
 - a. You can get anything you want in life by helping enough others to get what they want.
 - b. Become a giver not a taker...

7. We attract what we believe we deserve...in business opportunities, in our pursuit of living the elevated life unlimited that we dream about, and especially in our relationships.
 - a. Our job is to have great expectations and focus on getting them.
 - b. You Deserve it! Forgive ourselves, release any past negative feelings.

8. Under pressure, you don't step up your game. Rather you succumb to the level of your preparation, training and practice.
 - a. Learn the 4 Core until you feel you are an expert at each one of them.
 - b. Tap into all the resources that you have from corporate as well as upline.
 - c. Commit to be the best you can be...and never give up.

9. Those who wonder if the glass is half empty or half full have missed the point. It's refillable.
 - a. Know there is always another day, another customer, another partner right around the corner.
 - b. Do not sweat the small stuff.

10. Most people hate their jobs, and only look forward to Friday...instead of Monday! Why? Because they think they are paid by the hour instead of paid for the value they bring to that hour.
 - a. Understand that in this industry, you are paid by the contribution you make to other peoples' lives. Quit looking at your check and focus on what you are creating for others in your organization.
 - b. The world is looking for better health, greater income, making a difference, and community. When you understand that...at the very core of your being, then nothing will stop you from sharing.

11. Courage is being scared to death but saddling up anyway.
 - a. No one can intimidate you if you don't allow it.
 - b. Tap into that inner voice. Choose strength in every instance.

12. Simon Sinek says "The goal is not to do business with everybody who wants what you have. The goal is to do business only with those who believe what you believe ...so they choose you, not just someone who does what you do."
 - a. You are the intangible...what is your commitment to those you work with?
 - b. Be the leader to discover and then support them in reaching their vision.

Twelve Highest Universal Laws

1. Practice Obedience Beyond Free Will Agency
 - a. Your beliefs do not make you a better person...your behavior does.
 - b. When you do today what others won't, you will accomplish tomorrow what others won't
 - c. To be disciplined, healthy and extraordinary, you must associate with disciplined, healthy and extraordinary people.

2. Exercise Perseverance Beyond Patience
 - a. To finish first you must finish
 - b. You never know how strong you are until being strong is the only choice you have
 - c. HALTS inhibits perseverance (H Hungry, A Angry, L Lonely, T Tired, S Sad)
 - d. Perseverance is adding value to value

3. Proactively Stretch beyond Change
 - a. Goals are only an excuse for the game...you play the game between the goals.
 - b. Self is not discovered...self is created.
 - c. The only place from which a person can grow is where they are from.
 - d. Creating personal value comes when you do what others are not willing to do.

4. Trust Predictability beyond Hope and Faith
 - a. The relationship with others are only as healthy, trustworthy, reliable, loving and loyal as you are.
 - b. Some people spend their entire lives wishing for amazing things while others focus just on doing amazing things with whatever they have.
 - c. Crisis does not make or break a person...it just reveals the true character within.
 - d. In fiction we find predictable boring; in real life we find the unpredictable terrifying.

5. Know the whole truth beyond believing what you think
 - a. Know some things are true whether you believe them or not
 - b. It is much better not to know than to have answers that are wrong.
 - c. You can have understanding without knowledge, but having knowledge without understanding is worthless.

6. Focus on Winning beyond Team
 - a. Teamwork is the conviction that nobody can get there unless everyone gets there.
 - b. You know you are a champion when losing hurts worse than winning feels good.
 - c. There is nothing more insignificant than the halftime score.
 - d. When the water in the lake rises all the boats rise together.

7. Do Right beyond seeking to be best
 - a. Knowledge is power but it has no heart.
 - b. The things you hate to hear the most and the things you most need to hear.
 - c. When the things you think about are different than the things you do, you will never be happy.

- d. Doing things right is easy; doing the right things is usually hard because YOU must guide you, requiring personal courage.
8. Experience harmony beyond forcing balance
 - a. Those who transform themselves and their organizations don't just converse...they connect, feel, listen, believe, read between the lines. They truly live!
9. Accept others beyond judging them
 - a. You cannot exceed your potential...someone just misjudged you.
 - b. Discipline is to teach, not to punish. Humiliation immobilizes our behavior.
10. Love and be needed beyond being romanced and used
 - a. Never measure yourself by what you accomplished but rather by what you should have accomplished with your abilities.
 - b. Don't be a person who needs a significant someone...be a significant someone who an extraordinary person needs.
11. Establish covenants beyond making commitments
 - a. A commitment is a two-way contract born out of suspicion...a covenant is a one way promise born out of trust.
 - b. I don't love and trust you because of who you are, rather because of who I am.
 - c. When you choose not to continuously train and push yourself to your ultimate capacity and potential as a human being, someone else will and replace you.
 - d. Those wrapped up in themselves make a small package.
12. Forgive beyond apologizing
 - a. Healing doesn't mean the damage never existed...it means it doesn't control our lives anymore.
 - b. Never mix bad words with your bad mood.
 - c. What you have been in the past does not make you who you are today.
 - d. Forgiveness is the ultimate expression of love.
 - e. A broken clock is right twice a day...never give up on anybody especially yourself.