

Avoid the Three Money Pitfalls **Monday, February 1, 2010**

- Mannafest: Are you on track? How many in your organization?
- Incentive: Understand What to be doing NOW to win
- Book of the Month for February: "The Soul of Money" Lynn Twist
- Last week to register for "MAP Your Way to Presidential" -
Registration form attached

Karen Russo, author of "The Money Keys"

1. Money as an Overall Concept
 - a. A great spiritual connection and great wealth is natural...they feed on each other. People who have a great depth to their spiritual walk see money as a tool for their spiritual work. Most people with a real capacity for money, see it as it is: really not "their money" but something over which they need to be a good steward.
 - b. Money is a neutral substance...it is a way we measure and symbolize the exchange in value but it is not in and of itself the truth of who we are.
 - c. "Conscious wealth creators:" people who can fund their dreams, handle their lives. It is not that they have no money issues, rather they have the ability to handle their money issues on three levels: in their spirituality, in their beliefs, and in their habits. There is a major trap in each of these realms.

2. Trap #1: Falling into the survival mode
 - a. This is the habit and action realm.
Survival mode is like financial quicksand. It is when everything about your money life is out of order, messy, overwhelming.
Feeling busy but not productive?
Does everything dealing with money drain your energy?
Are you doing things you should be hiring others to do?
The critical question to be asking is not what is wrong, rather "How am I growing in my money life?"
 - b. The Law of Circulation...all of life is giving and receiving. When you give from generosity, clarity and order, you receive in kind. If your closet is full you cannot receive. Examples...
 - c. Giving includes gifting yourself with education on money matters. If you hold the idea that "Money doesn't really matter" or "Money

stuff is boring" these views are totally holding you back.

This causes you to avoid a critical aspect of life...trapping you.

3. Trap #2: Superstition

a. This is the trap in the belief realm.

This is like being in financial jail...you become trapped due to the mistakes/struggles of your past with money.

b. It's a feeling of debt, of something hanging over you from the past. The past only impacts today by the amount of emotion or thoughts we choose to have around it.

...someone stole a person from your downline, your downline get you in a bad investment, a business that did not work, a bad investment you made, etc.

c. This develops into a perception of yourself that is absolutely untrue:

I can't sell; this business is not for me; no one likes network marketing so they won't join my business; on and on and on is the stuff we make up.

Called financial jail because it makes you feel your possibilities and choices are severely limited.

d. What is the question to ask here? "What game am I playing in my money life?"

People who are fluid are positive, forward looking and see the world as a playing field on endless possibilities.

The Law of Co-creation: "When you say 'I choose to play a game of collaboration and co-creation' then that's what you experience."

If you made \$1 mill, some would say that is when I will be safe. The amounts of money don't actually mean anything, other than the meaning we give them.

e. So ask the question... "What game am I playing?" Play a life of partnership and win win. Play a game that says the giver and the receiver are one...not one of its better to give than to receive.

Practice financial forgiveness.

1. Choose a vivid money memory that is hanging over you. Write out everything and do an inventory of it.

2. Find a counselor or friend who will hold all confidential; read the inventory to them and have them then ask, "Are you willing to release yourself from this debt?"

Typically what is most painful is what we think about ourselves because of it. So, release it...it is just a choice to have a different future starting today!

4. Trap #3: Scarcity; the spiritual area

a. No matter what religion, spiritual side, virtually all of us believe there is something greater, something more than our physical being.

b. Scarcity is just fear...all worry, fear, doubt and concern about money is rooted in the idea of lack or separation.

Not enough: money, prospects, people to enroll, opportunity, pay in the comp plan, clients, capital, etc.

"Ultimately, our money worries are more a faith issue than a financial one."

c. Recent study on How much is enough.

Financial Peace is not a dollar amount...the real question: "what reality am I serving in my money life?"

d. The Law of Unity...all of life is an interconnected whole.

Whenever I am giving I am also receiving because I am giving to myself. Think about someone to whom you contributed...what did you receive? Always win/win,

e. If you hang your hat on a massive downline, a million dollars, a beautiful home, all of that can come and because it can also go, you fear its departure. This is putting your faith in the material channel...and whenever we do that we feel something is amiss.

f. So, why not make God (or your spiritual leader for you) your supply? Your source? This is a connection with that which does not come and go. "You've got to be unafraid before you can be inspired and follow a big vision."

In networking, who do you want to follow: the worried person or the one who is peaceful and confident? "Calm people are trustworthy."

g. View your source of your income as your relationship with God, or that greater being for you. People come and go; comp plans, tools, management, etc. Perhaps that is the reason some people in Mannatech got upset. Our personalities, talents, skills, our network, our reputation, even those things we have dominion and choice over, ...ultimately we are more than that.

The need: to spend time daily building and anchoring that connection with that greater being.

MAP your Way to Presidential **A New Day --- A New (Old) Mannatech**

Four Month Course: (February 8, 2010 - May 8, 2010)

- 6 - Four Hour Webinars (interactive)
- 13 - Weekly emails
- 1 - 15 minute personal coaching call with Merri-jo
- 1 - Certificate of Completion on your way to Presidential

Trainer: Merri-jo Hillaker, 13 Star Silver Presidential

Dates: 6 Saturdays from 9:00 am – 1:00 pm C.S.T. as follows:

Each class will be taped and made available for review for the duration of the classes for all participants in the course.

February 20th	April 10th
March 13th	April 24th
March 27st	May 8th

Note: The course starts on February 8th with Weekly emails Challenging you to adopt Excellence!

Method: Webinar – Interactive audio with powerpoint over the internet (both PC and Mac Compatible)

Cost: \$100 (\$25 is refundable if you complete the course and course requirements)

Limit on Participants: 100

Agenda for Sessions:

1. **Laying the Foundation for Success:** Value Alignment, Goal Setting, Knowing your Why; Healthy business requires systematic approach; Life style changes; Home office; Contact list; Daily system to maximize your results...To Do list, Daily Dozen; How to Win the Incentive (reactivation)
2. **Critical Communication Skills:** What Can I Say? Compliance issues reviewed; How do I say it? Breaking the Ice; MJ Durkin; Ask, Listen, Solve; Conversation transitioning from life to Mannatech; Listening Skills; Written communication; From Head to Heart.
3. **Prospecting, Sorting and Probing:** The Four Core: conquering them; How to Share the story; What materials to use? Website utilization; Our New Storycast; Our New Branding "Live for Real"; How to find leads; Building your business by referrals; Presenting the business opportunity; Sorting is truly the name of the game; Understanding your contacts through personality quadrant analysis.
4. **Responding to Objections, Follow up and Closing:** Preparing for objections; Responding to internet "stuff"; Follow up and closing techniques to reward your sharing; New business strategy.
5. **Commitment and Accountability:** Your commitment to you and to your Mannatech business; Commitment to new associates; Supreme customer service starts with you; Using the NEW Mtech Trainings; Business plans; mentors, teams and coaches.
6. **Your future is yours:** Choose it; Defining the critical path and the discipline to follow it; Leadership characteristics and working on your beingness; Evaluating current systems available.

Registration Deadline: February 5, 2010

REGISTRATION REQUIRED: For More information contact Lydia Stasiak at mannatrain@att.net or (972)660-9006

"MAP your Way to Presidential" Registration

Please Print Clearly - Must be included with payment

1. Name: _____ Home Phone: _____
2. Address: _____ Cell Phone: _____
City, ST, Zip: _____
Email: _____
3. What are you hoping to get out of this course? _____

4. Are you working Mannatech _____ part-time or _____ full-time? (check one)
5. How many hours per week are you committed to working this business?
_____ 1 -10 _____ 10-15 _____ 15-25 _____ 25-40 _____ 40+
6. Goal for June 1, 2010 (if you have one): _____ Where are you today?
Leadership Level: _____
Group Prod Vol: _____
7. I will be Presidential Director by: _____
8. Choose one that most describes you: Circle One:
The way I communicate, dress, handle myself: Formal / Informal
When it comes to decisions, I am: Flow With / Take Charge
9. Can you with integrity commit to an accountability partner for the next five months?
_____ Yes _____ No
10. Can this information be shared with your assigned buddy? _____ Yes _____ No

Payment Information: (Registration in confirmed via Email when Payment received)

Amount: _____
Check: _____ Amex: _____ Visa: _____ Master Card: _____
Credit Card # _____ Expiration Date: _____
Signature: _____

Fax/Email or mail registration and payment to:

Mannatrain, Inc.
1802 Palace Drive
Grand Prairie, TX 75050

Fax #: 817-719-2657
Email: mannatrain@att.net