

How to Build Momentum and Unprecedented Growth Monday, February 4, 2013

- TNL – Greg Ross – 7:30 Pm CDT at Mannatech Corporate offices or www.mannatechlive.com
- Thursday night XFM Support Call at 8 Pm CDT 800-768-2983 access code 471- 7417#
- Mannafest 2013, April 25th – 28th Special Pricing of \$109 ends on February 28 <http://www.mannacomm.com/mannafest2013/>

1. Momentum can carry your business to the next level. What is it?
 - A. **Feelings:** fearless, confident, unstoppable, no comfort zone constraints- expanding comfort zone unconsciously, joy, see it in your people (they call, excited, making plans, get caught up in their excitement), caught up in your excitement when you see people signed up we didn't know about. No one can say "no" to you.
 - B. Isaac Newton's second law of motion states that the time rate of change of **momentum** is proportional to the force acting on the particle.
That force acting on the particle is YOU! Your action!
Your choice is to live like that...it's just a choice!!

2. How to create Momentum?

Take action: massive action creates momentum

- A. Lead by Example: you as leader must be in massive action
 - B. You can take this concept and apply it to your downline
 - 1) You must commit to it: build a Plan, then enroll your team members into one.
 - 2) You must get team members to feel it is their plan- or there is no buy in. If associates don't feel ownership, they will not perform. They will do it out of compliance instead of commitment.
 - 3) Each associate can build their own Personal Plan as well, but as upline you should provide example and review theirs.
3. Why is Now a great time to build momentum?
 - A. Incentives are ALWAYS a great time to "Blitz"
Make a commitment to being IN CABO and how many in your organization to join you. Ask them to commit.
 - B. Tools available:
 - 1) Use the Tracker Sheets to support Pre-existing associates

- (send that 2 weeks ago to all on Monday call email list)
2) Use the 3-4 Month Business Plan for New Associates
(<http://db.tt/Gsli7x1Y>)

C. Schedule weekly Team calls for support.

- 1) Describe Cabo and what the trip means
(have different people describe what it will mean to them)
- 2) Discuss strategies on how people are gaining points
- 3) Share tools people are using, languaging that is working
- 4) Congratulate those who are making progress (whether 1-3 points that week or 10-20). Everyone gets acknowledged.
- 5) As a Leader, follow Harry Truman:
Problem: confrontation is not comfortable. A Leader is someone who interferes in other peoples' lives – to get people to create what they want but would not otherwise do without the interference. It is about making a difference in other's lives. This will develop skills for leading their downline, and will empower them to progress.

D. Build a Buddy System

- 1) Accountability is a must!
- 2) The "Why" must be shared with each buddy
- 3) Use a Plan as adopted and shared by each Buddy
- 4) Check ins occur periodically and on Team Calls

E. Intermittent Acknowledgment of their commitment

- 1) Send a picture of Cabo to them after 1st month
 - 2) Send some sand in a plastic tube the next, etc.
- Have fun with this and they will too! Your enthusiasm is contagious!

4. BIG Celebration

Plan a huge celebration after any kind of Blitz.

A. Plan special recognition throughout the entire time.

B. Mannafest is a great way to support, build momentum and celebrate. They will have less than 2 months to go.

C. For Cabo, on June 8 hold a CABO CELEBRATION!

(Drop suntan lotion in the mail with acknowledgment to each winner as example)

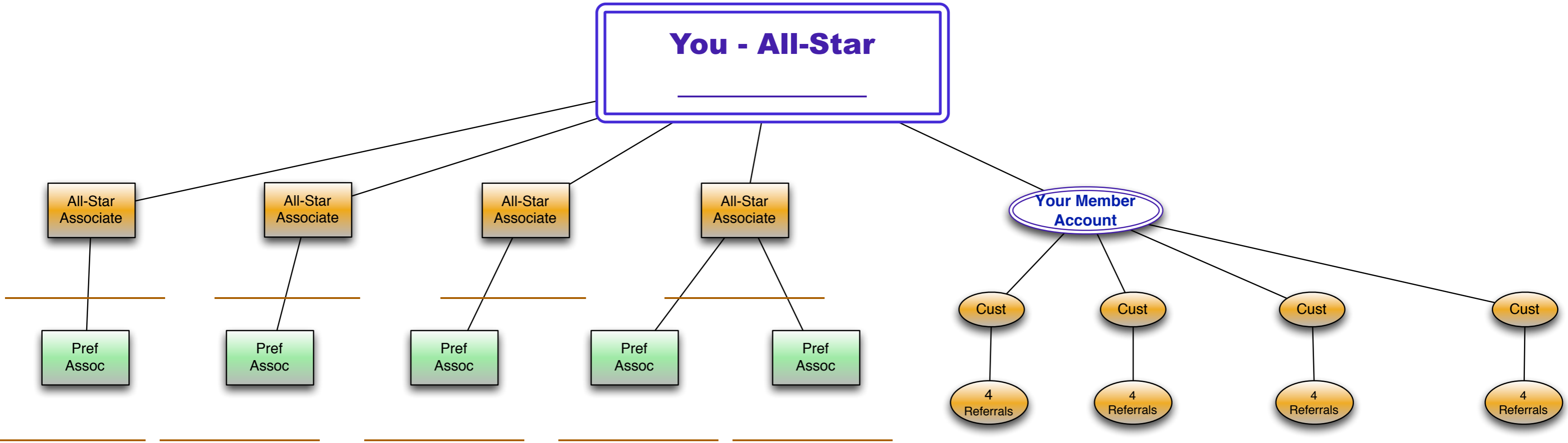
5. Start Anew

Once one Blitz is done, and the acknowledgment is over, give everyone a little break, but then pick up where you left off.

This is a business of constant activity...lead by example.

MY MANNATECH 3-4 MONTH BUSINESS PLAN

Build Your "Business Unit" then Duplicate
(Win Cabo Trip as a Result!)



BP 1-3

1. Find 20 Customer (Members)
2. Find 4 Business Builders (Associates)
Income: \$487 per month*
Win: Tablet or other item from Incentive Catalog

Learn and Practice

* Assumes 100 QV average order in Associate positions and \$100 in Member positions

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Win Cabo:

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|---|---------------|
| 1. Associate Enrollments | Points |
| (a) 4 All-stars (6 pts + 3X3; 4 points bonus for Power Bonus)..... | 19 |
| (b) 5 Preferred (1 pts each) | 5 |
| 2. New Orders | |
| (a) 20 members with at least 1 qualifying order (2X20 = 40) + 10 pts bonus when hit 20..... | 50 |
| (b) 9 Associates (4 All-Stars + 4 Preferred) for at least 2 qualifying orders = 18X2 | 36 |
| Total: | 110 |

"Business Unit" =
4 Associates and 20 Customers
For finding customers, as easy as finding 4 and through 4Free Discount Program helping them get their products for free.

Deadline: June 7, 2013