

Building Your Best Asset: YOU!

November 18, 2019

- Next TNL, November 26th at Mannatech Corp offices or www.allaboutmannatech.com
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- Your 2020 Mannatech Planners will be coming out in early December. You can pre-order <https://www.mannatrain.net/new-2020-planner.html>

Training by Mark Harbert

"5 Major Pieces to the Life Puzzle" by Jim Rohn

Why:

"Winner is someone who recognizes his God-given talents, works his tail off to develop them into skills, and uses these skills to accomplish his goals." Larry Bird

"You are your greatest asset. Put your time, effort and money into training, growing and encouraging your greatest asset." Tom Hopkins

"If you have ideas you have the main asset you need, and there isn't any limit to what you can do with your business and your life. Ideas are man's greatest asset." Harvey S.

Firestone

So, if you want success then build your MIND! How to take your mind and move it through the process to create success...5 pieces to the puzzle:

1. Philosophy

- a. Your thoughts, ideas and information are what forms your personal beliefs and philosophy which will determine your life.
- b. What you already know: where you grew up, the kind of family influence (poor, rich, loving, hard), events in your life...all of this shapes your philosophy. Surrounding and environment are critical aspects to how you develop your philosophy.
- c. We also filter everything through our belief system...we view "things" through our belief system. So, much of our conflict in life comes from a clash with our belief system. If you have limiting beliefs, you will live a limited life. What you think will eventually manifest in your life. Everything is filtered through our belief system.
- d. So, how do we go from Employee mentality to Entrepreneur?
 - 1) Find people who have done what you want and be open to learn from them.
 - 2) Positive or negative, you must recognize how your beliefs create your reality.
 - 3) You change your "stuck" mentality by
 - (a) Reading books
 - (b) Listening to audios
 - (c) Investing in trainings
 - (d) Coaching
 - (h) Your environment...who do you hang with?
Pictures, dream boards, music,
Positive people, positive results

Negative people, negative results

4) Recognize You are in charge of your future

2. Attitude

a. Determines your behavior everyday so "check in"

Your attitude is a decision...you make! So, who is in control of it? YOU!

b. Associations with things and with people

negative experiences produce negative attitudes

c. The feelings we carry within us about people, work, our homes, and our finances all come from our attitude.

d. What is your attitude about your past?

If bad, it will rob you of your future. So, choose it. Good and Great are WINNERS!

"Today is the first day of the rest of your life."

"Let go of the past as you can do nothing about it except allow it to damage your future!"

e. Attitude is a Decision so Make it

Then change your thinking to fit your decision. You are at choice!

1) Glass half empty or half full? It is truly a choice!

2) Always be aware of your feelings toward something...determine if it leads you down the right path.

f. Personal development industry is great but on this can be an issue: ex: power of positive thinking.

No, attack your problems as they do not just go away with a positive attitude; BUT attack in a positive way!

3. Activity

a. External reality is evidence of what is going on...on the inside.

If we are not approaching people in our networking business, what is it saying?

Fear? No faith in business? No faith in self as leader? Sold out? No commitment? No hunger? No commitment to help others? Hate pain?

Whatever it is, only YOU can overcome by choosing to change that attitude!

b. Activity transforms the desired result into a compulsion to act.

c. **Activity is PROPELLED by a strong vision of the future desired goal.**

A vision pulls you...versus pushing yourself! Pain may push you at first.

d. How to take action?

1) Have a Plan.

2) Execute the Plan

3) Keep the GOAL in front of you all the time!

4) Measure your results

4. Results

a. Past efforts are the precursor to results.

Check your philosophy 1st if you are not getting results.

Go through the above check list to see where you are failing.

MUST start with the proper belief system.

b. Minimal effort produces minimal results.

- 1) What are you putting into it?
Evaluate you...your daily action plan.
- 2) Need courage to attack your philosophy...but your foundation is essential.
- c. What is the fruit you are getting? No fruit then breakdown the Process.
To increase results, you must increase activity. If you have a breakdown in attitude or philosophy, no increase in results.

5. Lifestyle

- a. Reflection of attitudes and values.
Not from monetary strength rather your attitudes and your values.
- b. Lifestyle is subjective: what is important to you?
Dream what you would do with the money at whatever level you aspire to.
Apply your core values...
- c. You can study lifestyle and reverse engineer it.
Ex: bloggers who just travel the world and blog and that is their lifestyle fulfilling their dream.
- d. Choose the lifestyle you want then go create it! Only you can do it...make it more than a wish! Make a commitment to make it your reality!