

Chicago Convention: A Winner!

Monday Call, November 9, 2009

- Live Life to the Fullest Prospecting Webinar every Monday at 8 PM CST - <https://www2.gotomeeting.com/register/490712259> or go to www.mannatrain.net and click on the link on home page.
- OsoLean™ Tool Sale BP 12-13
- Optimal Skin Inner Beauty Show Winter Collection Sale

1. **Executive Training:** terrific; the materials will be put on a website shortly so all of you can enjoy them. Keep your ears and eyes open.

2. **Dr Fouts Proevity Training:** Vitamins and Minerals

a. History of DSHEA Act...acknowledging the need for supplements and giving people the right to make choices based on sound information

b. Vitamins and minerals...thousands to choose so Which Ones?

In 2006 Canadian survey done: found that statements on labels were

"pseudoscientific" and unjustified value to products "such statements should be avoided."

Pharmaceutical Sci 9(1) 40-48

Proevity is coming out with a new brochure updated with new info. evaluating the different products in the market.

"Like any machine the body runs best when operated according to its design principles." MJ Behe

c. The concept of food synergy versus isolated minerals

Co-factors are critical for our body's utilization of vitamins and minerals...and they are not present in isolated USP nutrients.

Ascorbic has same basic structure as Vit C, but if not plant or food based, it contains none of the necessary co-factors like Vit P. Science has found that scurvy patients will not respond when treated with vit C alone.

d. How do I identify synthetic?

Acetate, hydrochloride, mononitrate, palmitate, succinate, etc. Additional synthetics: ascorbic acid, Menodione, calcium d-pantothenate, phytonadione, choline barbitrate, riboflavin, dl-alpha tocopheral, etc.

e. Minerals: a solid homogenous crystalline chemical element or compound that results from the inorganic processes of action.

Element: any of more than 100 fundamental substances that consist of atoms of only one kind that alone or in combination constitute all matter.

Mineral Salts minerals bonded with inorganic acids

examples: calcium carbonate-limestone, copper carbonate-malachite

these are byproducts of chemical processes: inorganic acids with no carbon in their structure, such as phosphates, sulfates, chlorides,

Advantages: (1) inexpensive to make because there are lots of rocks

(2) can be standardized

- Disadvantages: (1) Poor solubility
(2) compete for the same receptors and carrier proteins
can interfere with bioavailability of other minerals
(3) formation of non-absorbable complexes with dietary
fiber, phytates and tannins

"ate" does not mean synthetic, just means combined; salts from those acids
whose names end in "ic"

Organic acids(have carbon atoms in their structure)

Ascorbates

acetates

citrates

picolines

gluconates

Advantages: (1) somewhat better absorbed than inorganic

Disadvantage: (1) weak bonding with minerals so can be separated before
go through the intestine

Colloidal Minerals: Colloid is a substance consisting of particles ...

Colloid: think of milk.. particles extending in water

"there are absolutely no studies in peer reviewed journals to support the marketing
claims of colloidal being any high level of absorption"

How much is enough minerals?

"No one really knows what exact amounts of these various trace minerals are
needed in the body. But if you took a combination of them that came from a
million year old plants My goodness, that might just be enough."

Almost no mineral content in the soils in the tropics! And look how well those
plants grow!

Fouts "Perhaps one of the most accurate things I found in researching trace
minerals was the word trace!"

Ionic Minerals All minerals have an electrical charge in them naturally. Ion is an
atom or group of atoms. So to say you must have all negative ions can't be true
when nature creates them both positive and negative.

Chelation: Chelate is a specific term identifying a type of bond between an
inorganic mineral atom and an attached molecule referred to as a liquid.

Bonding of mineral to the amino acid. Multiple amino acids can be
chelators...glycine is the most efficient.

Some amino acids can be too big to carry the minerals.

Chelation has a higher potential for bioavailability since they are taken up through
an amino acid transporter system and thus, don't compete with the receptor sites
and carrier protein like that of ionic minerals. The reason for poor performance is
more attributable to poor methods resulting in a high percentage of unchelated
minerals.

Nanotechnology: the science of manipulating materials on an atomic or
molecular scale. Safety...change in toxicity of nutrient/bioactivity due to
increased uptake...Is this just a marketing "buzz word" or reality??

Plant Pre-digested: Increase in bioavailability when nutrients come from plant
digestion Elless MIP et al Food Chemistry 71 (2000) 181-188.

Exception: selenium which seems to be absorbed in the body no matter what source

False claims: Liquids more absorbable...absolutely no studies to support this
Dr Linus Paulin never said "Every disease is directly related to a mineral deficiency." Why would he when he spent 30 years of his life researching Vit C, not minerals at all!

GMP go into effect in June of 2010!

Review of Competitors:

Nutrilite: many synthetics and no standardized phytochemicals

Eniva: lots of synthetics in many of their products including minerals supplement

USANA Essentials: citrates and carbonates, lists citrates first then amino acid

chelate so larger portion is non-chelated than chelated

succinate is synthetic so a large aprt of USANA is synthetic

Max n-fuze: "proprietary cellular nano activator blend" And what the heck does that mean???

synthetic as well

Herbalife: gluconates, dl-alpha tocopherals, so synthetics

Juice Plus: it says it is not a vitamin/mineral supplement...

Life Pac Nano by Pharmanix

nanotechnology...has some natural and some synthetic...calcium ascorbate, has

potassium amino acid chelate...not identifying specific amino acid is a red flag

since could be attaching to one that is too large to carry the mineral

Life Source Nutrition

says 00% plant sourced but not

Melaleuca Vitality

fructose grouping...from scientific data most vits absorbed in small intestine;

theirs more likely in large intestine due to fructose

We can count on higher absorption because absorbed earlier

Ideal Health:

This is Donald Trumps new gig...found out he does not even own any of it; just taking a percentage of profit to use his name

Do urinary tests and then give you a product out of 48 selections to match your needs...(we all can be grouped into 1 of 48 categories??) Chelate complex does

not equal chelated. Their own materials say tested and retested. Results: 66%

of people with desirable levels maintained them.??? This is on their website

Standard Process:

synthetics throughout

You can see this presentation by webinar for FREE on November 21, 2009 1:00 EST

FRIDAY NIGHT:

3. **Jim Perry on Exclusionary Language**

Wellness, Health and Optimism

What you radiate you will attract.

Most people under appreciate and under value their power and control over their lives.

Most operate from FEAR versus STRENGTH

DEPENDENT versus INDEPENDENT

REACTIVE versus PROACTIVE

Total health comes in three layers: Mental, Physical, Financial

Old habits + Old beliefs = Predictable Consequences

New Beliefs + New Habits = Dramatically Improved Consequences

What Makes people happy?

perception of control over destiny

closeness in relationships

faith

achieving something meaningful

growth

optimism

The Value of Optimism: 1-Longevity

2-Health

3-Performance

4-Power

Pessimism is not only toxic, it's fashionable. Takes the form of cynicism.

Glasses: they bend light, and we have glasses on our mind...our experiences go through the glasses and bend it.

Pessimism versus Optimism...negatives versus positives.

The behavior Triangle.

What we say, what we think, what we feel.

Which one is easiest to change?

90% of what we talk about is what something is not, versus what it is.

Language inclusion process.

Change your language, change your life!

4. Wayne Badovinus

a. We now own the technology, trademark and tradename of Manapol

Carrington Labs went through bankruptcy and Mannatech bought this

Huge for us/history of who we are

"Wellness Champion"

In old times, the communities used to take their greatest knight and make them the Champion of the community. They were a different class.

Well that is who we are in the nutrition industry...We are a different class.

We are not about commerce we are servants, here to take wellness to a very needy society.

If we are truly Wellness Champions, how can it be hard to pick up the phone, we should be empowered as Champions, fight for our cause.

We need to own being Wellness Champions.

b. Real Food Technology Solutions (must use solutions after it)

Another moniker for us and what will help set us apart.

Take a childlike approach...we don't need all the info just passion and enthusiasm for what we do.

c. Wealth Optimizer

We are about wellness and wellness financially is critical as well so this is a terrific opportunity for all of those you know who find their needs are not being met but overlooked. They financially are not where they need to be. No one has forgotten the premise upon which Sam and Linda founded this company, we are just entering a new day. We are servants and we now have one more way to serve people.

6. Sam Caster

He was awesome!

GO to Mannatecheconomicstimulus.com for Sam's presentation

"Your Spare Change for Real Change!" MannaRelief's new program

for just 16 cents per day you can support a child to get Phytobursts daily!

7. Claire Zevalkink

Boot camp: provided all the various materials we have seen since second week in September; here are some updates:

Tools for Omegas:

Tear Sheet and DVD

Select tools in Korean with more coming

Wealth Optimizer

Tear Sheet and DVD

Phytobursts

Tear Sheets

Video available only on site

(see both attachments)

Osolean

Tear Sheet is new

8. Millionaire Club

Highlight due to shot presentation from new Millionaire Club members, Dave and Rebecca Rundle...they defined "RICH"

So, it's only about getting there so you can be of greater service to others.

9. Dr Steve Nugent on Product Training

a. Why Nutrition?

1940 recognized calories is not = to nutrition

Be Proactive not reactive! Ben Franklin once said "an ounce of prevention equals a pound of cure"

Today it is more like a ton of cure!

What is wellness? it surely is not just absence of disease. It involves healthy eating, supplementation, exercise and sleep and not infrequent doctor's visits for diagnostics.

Things have changed!

1930: synthetic chemistry started with only 2 synthetic products. Today, we have over 75,000 in our environment. Penguins at both the North and South poles have

been found to have trace pesticides in them. No where is there farming even close but the weather patterns carry these toxins everywhere on earth. We are not safe. Americans have choices...but we are not making good ones!

Our diets are outrageous and obesity has been quoted as our most dangerous disease.

Air Pollution: Study shows 60% of our American population lives in air that causes diseases. We already knew it reduces the immune system, increases aging, decreases cellular function and robs people of quality of life.

Can I eat right?

Only 5% of the population eats the minimum (which by the way our minimum in the US is the least of any other Nugent could find for other countries) of 5 servings of fruits and vegetables.

Almost 50% of the vegetables eaten by children are FRENCH FRIES!

They argue French Fries are "part smart" because they are potatoes.

This is a take off from Heart Smart...which obviously they are not.

Think of the Omega 3's we need...from fish; instead we eat fried fish and French Fries, which means we overload our diets with Omega 6's from cooking oils

Why Nutrition?

Cells make up all your organ tissues and all need to be fueled...with what? If you have a high performance car and put a cheap fuel in it how does it perform?

Exactly. Your car is a high performance engine!

Science is most important...get scientifically backed products.

Nurses: 89% take supps, 82% recommend

Doctors: 72% take, 79% recommend

Choosing: safe, effective, high quality

b. Why Mannatech?

4 R's: Research

Reputation

Results

Resources

Today we need to go beyond all natural...is limestone natural? doesn't mean it's good for you

Only 1 company has all plant digested...Mannatech; co-factors!

REAL FOOD TECHNOLOGY SOLUTIONS...(make sure to say it this way to protect trademark) proven effective results, high quality products, natural ingredients

Now we have 5 core products: add Essential Source Omegas

Mannatechscience.org...only irrefutably validated science

Describe our logo: create, nourish, protect, balance

Ambrotose is our flagship product

AO: our anti-oxidant with 60% of Americans breathing air that can endanger their lives, and all other toxins in our foods, and water, it is critical today.

Understand ORAC FL versus Serum ORAC

FL stands for florescent

a test on its florescence

a test in test tube

giving a mathematical unit to florescence or light...I wonder how many ORAC value on anti-freeze??

Single nutrients don't do the job...need synergistic combination

"The only thing we can validate on Mona Vie is the pretty bottle!"

See chart where Grape Juice out does all the others!

ORAC Serum value...see that chart! Where are those super juices??

37.4% increase with 2 caps AO

Endocrine support

Plus for bone, prostate, breast and colon health

Phytomatrix

plant sourced not rocks

patented hydroponic technology

Phytobursts

Use Tear sheet on competition

Also a pre-biotic found in the studies

Sales training guides already on the new Mannatech site

Omega 3's

EPA and DHA (both Omega 3's) are what you need

Plant sourced requires nutrients from the blood to convert and less efficient

3's 10:1 6's to 3's in our diets today if not more

Must be in balance in our bodies or we are not healthy.

2 step molecular distillation process..."There is no technology on earth that can give you a fish oil more pure than Mannatech's." Dr Nugent

Omega 3's lower your triglycerides...so reduce omega 6 sources and add Essential Source omega 3's and watch your tri's go down.

Many other claims coming out. 800 studies+ showing incredible results with different conditions using Omega 3's.

(use Lydia Slide for more info)

How many? can take up to 8 but not much more.

Sale training Guide already on new Mannatech Guide

Osolean exclusive peptides for attacking fat tissue

10. **Brian Klemmer**

Are you an egg, a carrot or coffee?

Organizational Constraint Theory: says two constraints:

1. Systems
2. People

Systems we get from Al Bala

We must constantly change to account for changes happening around us.

People: Klemmer is a system to develop people

"How do you solve a Problem when you have no idea what to do?"

Motivation...does not last

How to training...if it worked we all would be millionaires

Experiential...that is the Klemmer way

How do you change habits? repetition and emotional involvement

The more of one the less you need of the other
Klemmer classes are all about emotional involvement
He went through the Sunglasses
Dog/bones; what are we settling for?
Intent + Mechanism = Result
Clarity of Intent is critical! Results are sometimes harsh but always fair.
Mediocrity is the most selfish thing on the planet.
The biggest intention always wins.
 Raise your intent: put yourself at risk
 make a promise
 visualize

SATURDAY AFTERNOON:

11. **Ray Robbins** regarding Rep Burton's wife...
 "We are on the radar."

12. **Compliance with Al Bala**

Why? Important for the future of Mannatech

1. Taking the lead in the industry
- 2.
3. Leaving a legacy
4. Long term sustainable business

We share the gift compliantly

- 1) refrain from making claims and reps on company products that the products cure heal or mitigate or prevent certain diseases
- 2) refrain from referencing 3rd party materials that reference cure heal mitigate or imply same
- 3) refrain from attributing benefits and characteristics

Websites: register all your websites with Mtech or other electronic medium used in connection with Mtech business.

email to: lec-registration@mannatech.com

Meetings: where expect more than 20 notify Mannatech 20 days in advance;
where teleconference, 5 days in advance

send to same email as websites

Marketing Tools; disclose all marketing materials you use not produced by Mannatech if you are making money from them and using to promote the company or their products.

Report Ethics Violations:

800-292-4946:

email to: compliance@mannatech.com

13. **Bill Merlo** on Wealth Optimization

Problems:

1. ave. U.S. household has 12,000 in revolving credit card debt w/ 9 cards
2. # of 18-24 year olds declaring bankruptcy has increased 96% in 10 yrs
3. 18.1 Billion was paid in penalty fees and interest to credit card companies in 2007

Symptoms of financial stress: ulcers, high blood pressure, depression, fatigue

If you can use interest to your advantage instead of your lenders, you can totally turn around your life. That is what Wealth Optimizer is all about.

Wealth Optimizer and Expense Tracker support you Long Term and Short Term see www.Mannatechwealthoptimizer.com

Next Monday: Webinar for Monday Call with Bill Merlo and question answer time for all

14. **NAAC**

15. **Nancy Lieberman Cline**

Own what you are responsible for.

You are what your beliefs are, you create a legacy for others.

There are people all around you to support you...you will have no idea how far you can go until you go too far...

Don't be afraid of your limits.

John Wooden: "If it didn't matter who wins why do they have scoreboards?"

Have a legacy...leave a thumbprint on others lives.

"Do you make you better or those around you better?"

You are only as strong as your team.

The strength of the pack is the wolf, and the strength of the wolf is the pack.

Whatever it takes to win do it! It is not unladylike to want to win!

80% of you are women.

SATURDAY NIGHT:

16. **Dr. Rob Sinnott**

The question: What fuels our body? Food, preferably Real Food

Our current dilemma

Agribusiness-dominated food systems

Low cost and convenience trump nutrition

Artificial and synthetic ingredients

Products, such as miracle juices which over-promise and under-deliver nutrition

Mannatech's philosophy: The best wellness solutions are based on natural and plant based ingredients.

The body can more readily recognize and utilize nutrients from real foods.

Phytobursts:

family nutrition food

Go to mannatechscience.org new information continuously added

If you have ideas for a new product, set up mannathink.com

register with name and assoc ID# and then give your ideas.

They also will ask you to review other new ideas people submitted

Formula for success is very simple:

1. Give the customers what they want.

2. Focus on building products that have the quality you are proud to give your family.

His promise: Mannatech will grow stronger and stronger every year.

17. **Al Bala, "Raise the Bar"**

Vision of things to come

Need a system-unified in what we say, what we do will make us more powerful

One voice, One vision...this is the Korean Plan

Momentum Action Plan

Build personal momentum to create group momentum.

BAR: Business Activity Rhythm

Start with DREAM

Turn your Dream into Goals

Begin with the End in Mind..."hello Platinum"

Results are sometimes Harsh, but always Fair

Clear Intentions

Unlocking the Secret to your Dreams

8-12-4-5-3

8 Core Activities

12 Daily Dozen

4 Basics

5 Nevers

3 Powers

"Wisdom is the application of time tested success principles."

Team Development Progress Sheet

W = watch your upline

D = Do it yourself

T = Train

18. **Soo kyung Kim and Louis and Leone van der Linde** from South Africa

Soo Kyung Kim

2 things: 1st: Teamwork

2nd: Individual

When company is doing good, i am doing good. So we need to be one voice with company.

If we all say Wow at the same time, we will be number one in the Wellness Industry.

Simplify and duplicate the business.

Get 20 customers, and from these twenty find 4 business builders. This is your first goal as you start in Mannatech.

Manage these twenty every day. CARE, like you have a precious plant to nurture and grow.

"1,3,5,7,15,25

You contact them everyone of these days.

We are not salesmen we are Mannatech coaches. We must work on them to love Mannatech.

CARE for these 20 and you will see 10,000 others behind them.

Just keep doing this and repeating it over and over.

Louie and Leoni

Leoni started by saying two important things:

1. If married important to have both husband and wife on same page.
2. Reading....always be growing in your knowledge and understanding

Louie:

1. Focus on platinum because Pres is just a stepping point

He says "hello platinum" to each person in his downline who calls or when he calls.

2. He says his business is totally predictable:

Do not follow GPV for tracing your business; look to see how many "businesses" you have at this convention..."business" would be independent distributor in your organization who represents a separate business.

His rules: If you are a RD: have 5 businesses at a convention

ND: have 15 businesses at conv.

ED: have 30 businesses at conv.

PD: have 60-100 businesses at conv.

He has everyone doing weekly meetings, he follows all of the MAP Program with weekly meetings monthly trainings, quarterly Super Saturdays (conventions). This is what makes it easy for him to determine exactly where he will be and never look at GPV.

(Almost to me sounded like our emphasis is ALL WRONG! We should be focused always on our "businesses" and what activities they are committed to. The GPV will naturally come.)

Keep momentum and excitement going!

19. **Wayne Badovinus** to Close the Convention

He summarized the ideas/events at the conference.

MAP Program as a system for all of us. It gives us predictability.

The Dorothy Hansen(?) story:

TEAMS: the story of the lions and tigers.

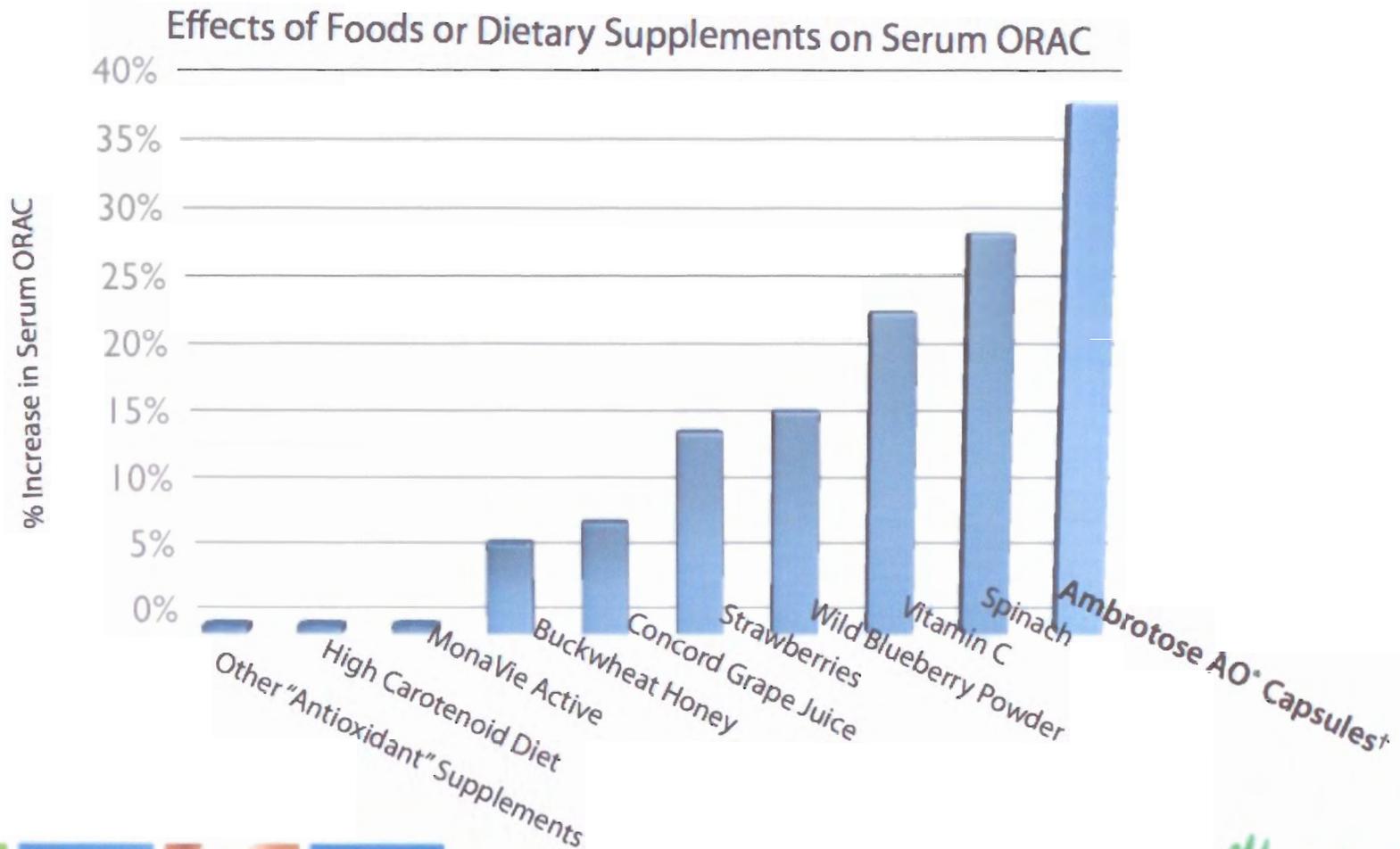
Up until you are ND, you really almost work the business with your upline support. After that, you definitely need to work as a Team.

What's in our head will create our success...we must believe.

We must believe!

Understand WE are controlling the business...the corporate staff is there to support our every move, with providing us the best technologies and the best marketing materials they can.

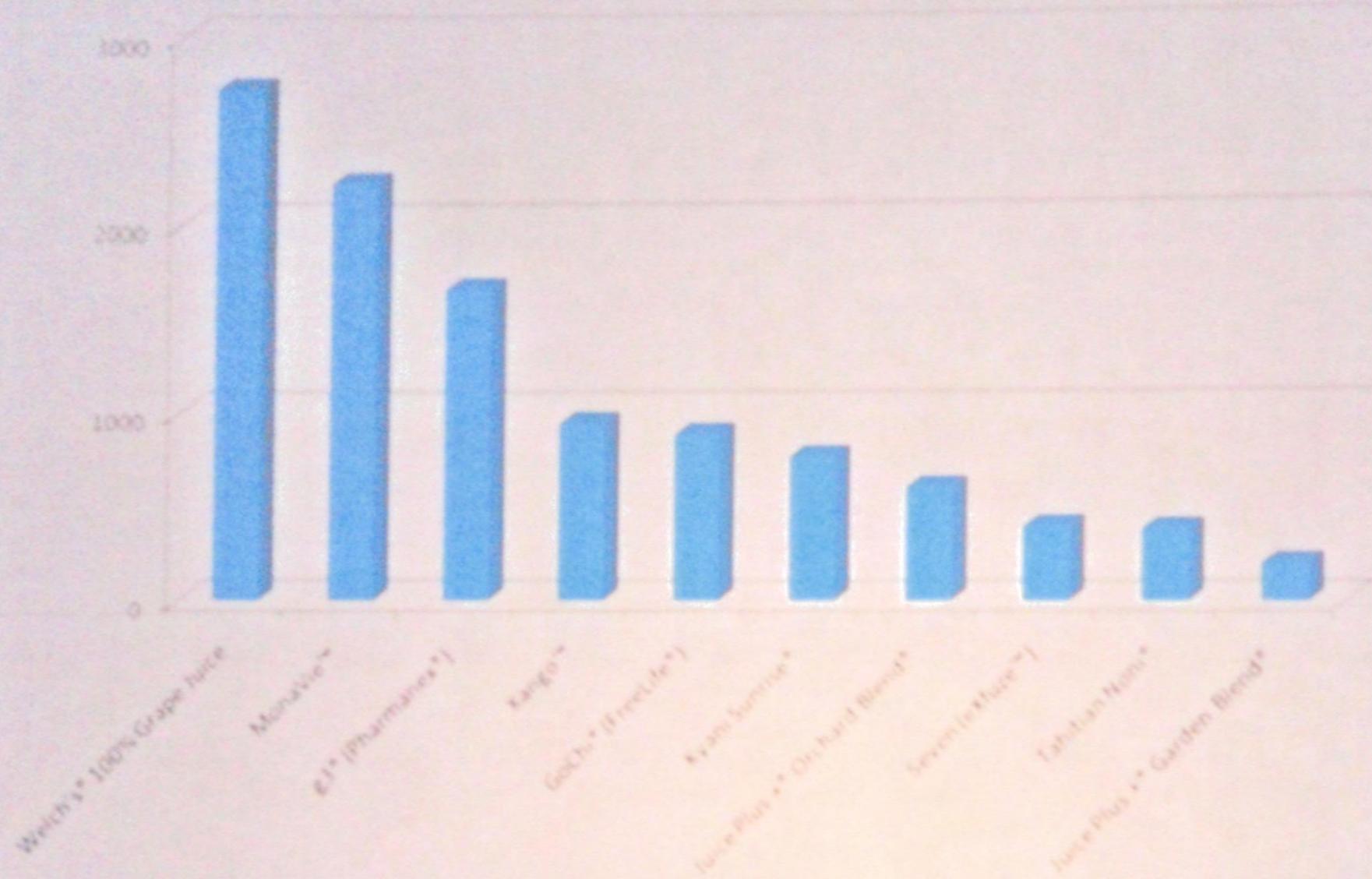
Serum ORAC Comparables

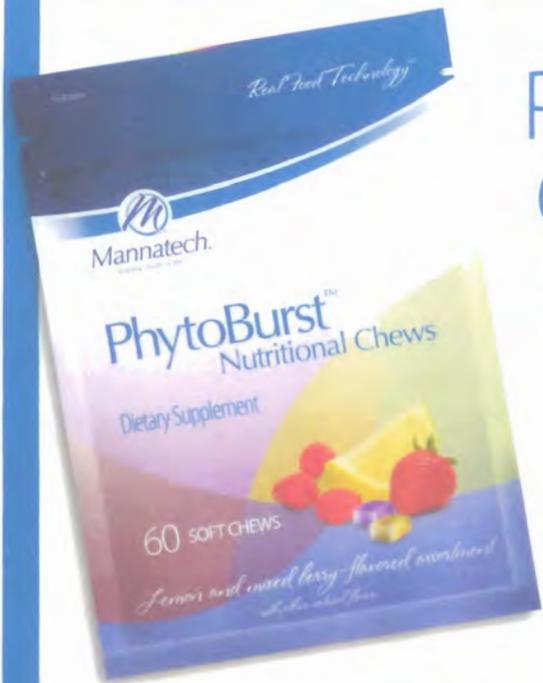


†These studies were funded by Mannatech, Incorporated.

Mannatech.
Enriching Quality of Life®

ORAC Values of Super Juice Products





PhytoBurst™ Chews Competitive Advantage

As compared to similar competitor products, Mannatech's PhytoBurst Nutritional Chews deliver greater overall nutrition.

In recent years there's been a surge in the popularity of dietary supplements that claim to include "super food" or "super fruit" ingredients. It's easy to see why these products have become popular. Many health professionals and nutritionists promote the advantages associated with obtaining nutrients from natural food sources.

Mannatech has always believed that the most healthful ingredients are found in nature. We've long been committed to incorporating the most natural, food-sourced ingredients with the latest innovations in science to produce the most natural and effective products possible. This commitment has produced a clear advantage for Mannatech when it comes to effective, natural technologies.

Sample of products competing with PhytoBurst Nutritional Chews:

Nutrients	PhytoBurst™ Nutritional Chews <small>(one serving - two chews)</small>	MonaVie® Original Drink <small>25.35 OZ (750 ml)</small> <small>(one-day serving)</small>	Tahitian Noni® Juice <small>1 Liter</small> <small>(one-day serving)</small>	Xango® Juice <small>750 ml (25.35 OZ)</small> <small>(one-day serving)</small>	Zrii® Drink <small>25 FL OZ (750 ml)</small> <small>(one-day serving)</small>
Vitamin A	29.0%	2.0%	<2.0%	<1.0%	<1.0%
Vitamin C	25.0%	38.2%	0.0%	0.0%	0.0%
Vitamin D	100.0%	0.0%	0.0%	0.0%	0.0%
Vitamin E	53.0%	1.8%	1.0%	2.0%	1.0%
Thiamin (B ₁)	22.0%	0.00%	0.2%	0.0%	1.3%
Riboflavin (B ₂)	21.0%	0.8%	0.0%	0.8%	1.7%
Niacin (B ₃)	18.0%	0.6%	0.4%	0.4%	0.8%
Pyridoxine HCL (B ₆)	24.0%	1.6%	0.4%	0.6%	0.8%
Folic Acid (B ₉)	11.0%	0.0%	0.0%	0.0%	0.0%
Biotin (B ₇)	11.0%	1.8%	0.2%	1.6%	0.4%
Pantothenic Acid	12.0%	1.2%	3.4%	0.0%	0.6%
Vitamin B ₁₂	100.0%	0.0%	0.0%	0.0%	0.0%
Chromium	36.0%	0.0%	0.0%	0.0%	0.0%
Copper	15.0%	1.0%	0.4%	0.1%	0.9%
Iron	7.0%	1.2%	0.3%	0.6%	1.3%
Manganese	22.0%	15.0%	0.0%	4.2%	4.0%
Selenium	41.0%	0.0%	0.0%	0.0%	0.0%
Iodine	15.0%	0.0%	0.0%	0.0%	0.0%
Boron	*%	*%	*%	*%	*%
Zinc	17.0%	0.4%	0.2%	0.1%	0.4%
Molybdenum	19.0%	*%	0.0%	0.0%	0.0%

*% = no RDA established

The results in this table were compiled using analytical test data from an independent laboratory services provider, Covance Labs (Madison, WI).

All testing was paid for by Mannatech, Incorporated and performed at Covance Labs on sealed products. For the purposes of these results Covance Labs employed validated, applicable and industry-recognized methods. For a reference list of the methods that Covance Labs uses, please go to www.mannatechscience.org/files/image/method-reference.jpg

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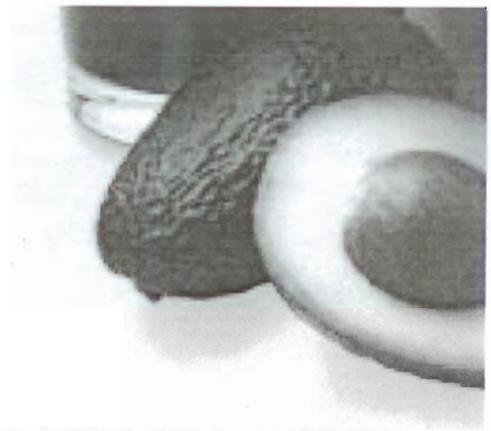
Health

PhytoBurst™



 **Mannatech.**
Enhancing quality of life™

PhytoBurst Nutritional Chews have the same amount of vitamins and minerals as the foods in the chart below:



Vitamin A	2 1/2 Apricots (fresh)
Niacin	5 Carrots (medium)
Vitamin C	1/2 Lemon (fresh)
Thiamin	1/2 cup of Peanuts
Vitamin D	4 cups of Milk (vitamin D)
Riboflavin	6 tbsp. of Wheat Germ
Vitamin B₁₂	60 oz. of Chicken
Biotin	4 1/2 Avocados
Vitamin B₆	1 cup of Brussels Sprouts
Selenium	2 1/3 cups of Papaya
Vanadium	4 Pears (small)
Folic Acid	1 1/2 cups of Fresh Spinach
Boron	1 1/2 Bananas (medium)
Zinc	1/3 cups of Almonds
Chromium	5 3/4 cups of Grape Juice
Iodine	1 1/2 oz. of Cheddar Cheese
Molybdenum	1 1/3 cups of Cottage Cheese
Standardized Phytonutrients	7.64 mg (Organic Acids from Cranberry, Glucosinolates from Broccoli, and Polyphenols from Grape Pomace and Rutin)

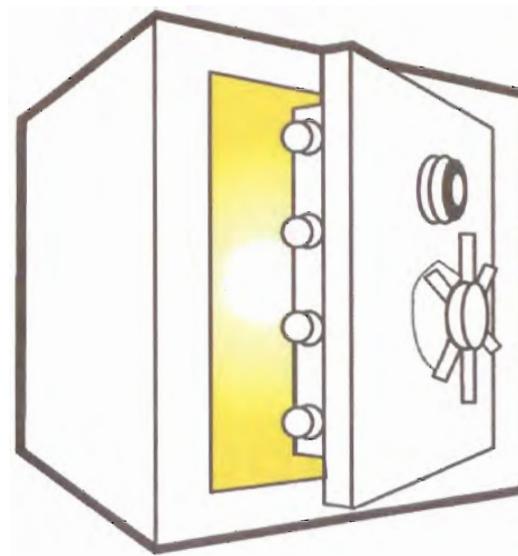


Unlocking the Secret to Your Dreams:

- 8 Core Activities
- 12 Daily Dozen
- 4 Basics
- 5 Nevers
- 3 Powers

Momentum Action Plan

A certain set of Goals and Activities that achieves a certain set of Results without emotion.





8 Core Activities

1. Be on Automatic Order—You are a product of your product
2. Maintain 20 Customers—On Automatic Order
3. Give 20 Presentations—Per BP, 5 nights a week
4. Read Daily—Leaders are readers
5. Listen daily—Protect your enthusiasm
6. Attend Regularly—Power of association
7. Be Accountable—Do, what you say you will do
8. Be Teachable—Counsel monthly with your Active Upline.



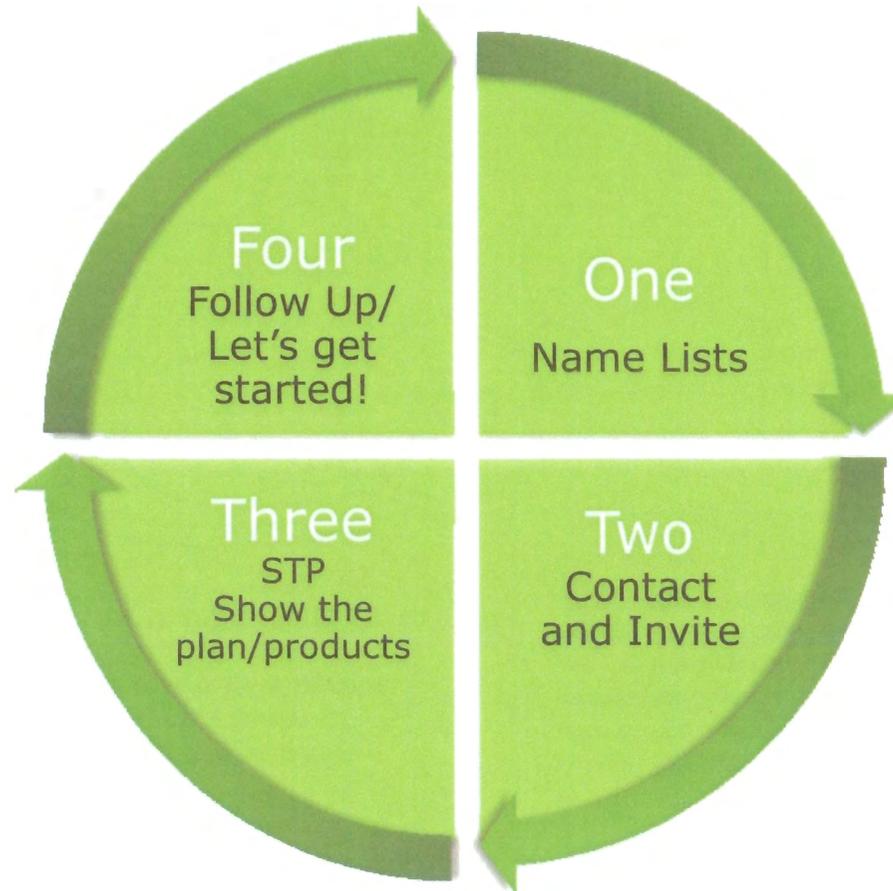
The Wellness Champions “Daily Dozen”

1. Give Thanks—Attitude of Gratitude
2. Read your Daily Affirmations
3. Review your Goals/Dreams
4. List your Things to Do for today
5. Plan your Calendar: Family/Church/Exercise time
6. Read for 15–30 minutes
7. Listen to a Motivational CD—Protect your Enthusiasm
8. Add one new name to your List
9. Make a minimum of 10 phone calls
10. Show The Plan/Show The Products and Follow up
11. Setup a new Customer or Service an existing one
12. Use your Product /Try New Products

***The Secret of your
Personal Momentum
is Hidden in your
DAILY ACTIVITIES***



Master The Four Basic Skills



“Unless you try to do something beyond what you have already mastered, you will never grow.” —Ralph Waldo Emerson



5 Commandments of Relationship Marketing

1. Never do something for the First Time without checking Upline
2. Never, Never, Never pass **Negativity** Downline or Crossline
3. Never mess with anyone's Ego
4. Never mess with anyone's Money
5. Never mess with anyone's Spouse



3 Powers

1. Power of Unity:
 - God Blesses Unity
 - Unity → Harmony → Productivity
2. Power of the Spoken Word
 - The words you speak and listen to shape your thinking
 - Be careful what you say
3. Power of Submission
 - People who are not mentored can't mentor
 - Stay Teachable—Stay Green or Ripen & Rot
 - Counsel Monthly with Your Active Upline

Petroleum



Cracking



Synthesis



**Synthetic
Vitamins**



Corn



Fermentation



Distillation



Auto Fuel

