

Commitment: Our Missing Link to Abundance

Monday, June 27, 2005

Incentive: You still have THREE weeks left...are you committed? You can do it! (If you believe you can or you believe you can't, you will always be right.)

Mannaquest in Chicago: Make plans to attend if you are doing the business...and get some new associates to go with you! Great training extravaganza!

Klemmer Personal Mastery: Coming back to Dallas. Look at Klemmer.com for others. Great chance to get some terrific self development. What is the number one reason Kiyosaki (author "Rich Dad Poor Dad" et al.) loves network marketing?

1. What is commitment?

- a. Definitionally: "An agreement or pledge to do something in the future" Examples: marriage ("until death do us part"), business ("I will call you back tomorrow"), children ("I will put you to bed and read a story"), incentives ("I will be in Cancun in November")
- b. Described by Napoleon Hill, "Think and Grow Rich" as the concept of burning desire..."The main difference between those who succeed in life and those who fail is the lack or presence of burning desire"
- c. Brian Klemmer work: it is "Intent"...the million dollar formula: Intent + Mechanism = Result; how does one increase their intent so that Intent = Result? See with proper Intent (undeniable, unquestionable commitment), mechanisms will always appear.

2. Limitations: not!

- a. "There are no limitations to the mind except those we acknowledge. Both poverty and riches are the offspring of thought."
- b. You choose around failure/defeat. "No one is ever defeated until defeat has been accepted as a reality."
- c. The world is filled with newness due to how quickly we change every day now: new ideas, new technology, new methods, new inventions, new literature, new marketing ideas, new ways of doing things, etc. Opportunities abound everywhere for your Mannatech business; we have unlimited marketing opportunities so why are we stuck? It is only your program running you, so it is time to choose

differently.

3. Are there big and small ones? Are some “more important than others”?
 - a. Our tendency is to believe this...examples...
 - b. What do you lose when you break a commitment? trust, love, gratitude, appreciation, friendship, money, security, integrity, etc. How can we be so free to throw those things away? Because society is saying it is okay? And what kind of standard is that?
 - c. How important are these characteristics in your Mannatech business? Are you trying to build relationships? Then why are you tearing down every critical aspect of each and every relationship? Where is your integrity without commitment?
 - d. Maybe you just never make commitments: what is this about? Accepting failure (because commitment is at the core of distinguishing successful people from those who are not) because of your fear of failure?
Understand, we all need sufficient imagination to see that success, abundance in life in all ways, can not be left to chance, good fortune or to luck. So commitment is a necessary ingredient.

4. What can not exist?
 - a. Lack of persistence
 - b. Lack of passion
 - c. Laziness
 - c. Indifference
 - d. Lack of ambition(I can not dwell on these negatives but the list is long)

5. Tools to help me improve in the area of commitment
 - a. See Napoleon Hill’s, “Think and Grow Rich”, and he lists a six step process to build/enhance burning desire in his chapter on Desire.
 - b. Start small to build confidence. See attached worksheet.
 - c. Always have an accountability partner (holds you to your word).
 - d. Take to heart what you are destroying every time you break a commitment. Is that what you want in life? Sacrifice core values?

Worksheet is attached. Start a new day a new life...begin perhaps with small commitments until you build some behavior changes that serve you, new habits that support you. Then **ONLY THINK BIG!!!**

Commitment Worksheet

1. My commitment for my Mannatech business for 2005 is as follows:

2. As I look at results in my life, what have I been truly committed to?

3. What prices have I paid for not being committed to goals, to my word, in the past?

4. What shifts, what do I need to do differently in order to be committed?

5. What specific actions do I need to take to meet my commitment that I listed in 1 above? What is my clear and specific plan?

“Doing the thing you said you were going to do long after the feeling you had when you said it has left you.”

George Zalucki

