

# **Correct Your Thinking: It Controls Your Results**

## **Monday, July 11, 2005 Call**

Incentive: Cancun deadline is 5 days away...Just Do It!!

Codex: Do not miss the Tuesday Leadership Call if you are Natl or above

We will send out a review

AO Study: How to use to get more business?

Saran Wrap versus others controversy

“As a Man Thinketh” James Allen

1. Thought...the core of who we are

a. Examine your thoughts and see who you are

b. This is truly a universal truth

Proverbs 23: 7

“For as he thinketh in his heart, so is he.”

“Think and Grow Rich” Napoleon Hill

“Whatever the mind can conceive and believe it can achieve”

“If How To’s Were Enough We Would all be Skinny, Rich and Happy” Brian Klemmer

“To think is to create”

c. Do we now recognize how powerful the media is? Junk in, junk out

How much time and energy do we put into feeding our brain the wrong material? Food for the brain is more important than glyconutrients to the body

Why is it that Jett read “Think and Grow Rich” 20 times at 16 yrs old?

2. Thought and Character

“A man is literally what he thinks, his character being the complete sum of all his thoughts.”

a. Action is the blossom of all thought, good or bad, joy or suffering. This applies to spontaneous as well as intentional actions.

b. Godlike character does not come from chance or favor; it is a result of continuous effort in proper, righteous thinking.

Uncouth behavior as well is not by chance or environment; it is developed as a result of continuous harboring or groveling thoughts. The choice is yours...you are the master of your thoughts.

c. Weakness is even a state of growth...for it is then that you can search, reflect on your condition, and start fashioning your thoughts to

fruitful issues. This will then bring different results.

d. “Conscious man discovers within himself the laws of thought which discovery is totally a matter of application, self-analysis and experience.”

Why do we choose not to do this? Self introspection is painful...no, wrong thought; it is rewarding and uplifting. Focus on results not the truth of your discovery.

“He that seeketh findeth...”

e. Mannatech application: Like attracts like...until we work on ourselves what are we going to attract? Self-analysis is at the core...need to correct your character flaws first...and that means correct your thoughts. (fear, lack of confidence, self-esteem, etc.)

### 3. Effect of Thought on Circumstances

“As character can only manifest and discover itself through environment and circumstance, the outer conditions of a person’s life will always be harmoniously related to his inner self.”

a. Man is dictated to by his circumstances...or at least many of us try to believe that. It takes away our own responsibility. But with freedom comes responsibility whether we care to acknowledge it or not.

Victim/Responsible. Until you choose responsible, you will remain in a state of confusion, allowing outside events to control you, not recognizing the creative powers within and allowing you to become a master of yourself.

b. “Circumstance does not make man; it reveals him to himself.”

Following your aspirations, desires and thoughts, man will arrive at his fruition and fulfillment of his life.

Men are anxious to improve their circumstances but unwilling to work on themselves...result: they remain stuck.

c. Man imagines that thought can remain secret but it can’t. Thought turns into habit and habit solidifies into circumstance.

d. Mannatech application: Thoughts of fear, rejection, confusion and indecision will crystallize into weak, irresolute habits (procrastination, the feeling “I can’t” so I don’t, rationalizing why “it’s” not working, failure to follow up, lack of discipline, knowing what works and not doing it, stop sharing because we second guess people); those habits will produce circumstances of failure and indigence. We try to change circumstances by grabbing ahold of new marketing ideas: Golden Key, Mark Teal’s, the Wellness for Life, and why does not something

work? Throw enough mud at something and it should work? What is “it”?

Steps to take:

Get rid of the stinking thinking

Get rid of accusing others and events as the cause of your condition

Get rid of kicking circumstances, and begin to use them to move forward in your progress

Start building strong and admirable thoughts (doing affirmations is a good place to start!)

Lesson: A man cannot directly choose his circumstances, but he can choose his thoughts which will shape his circumstances.

4. Effect of thought on Health and Body

“The body is just the servant of the mind.”

a. If you have fear, anxiety, anger, unforgiveness, it impacts your body, depleting the immune system and thus, leading to disease.

b. 80% of the healing process begins with the belief that you can get well.

Good materials out there supporting this not so scientific conclusion by James Allen almost 100 years ago.

c. Mannatech application: Get people to believe they can get well...as well as believe they can get off the drugs.

For you, get out of anxiety and fear, so that you can be a good reflection of health since that is the market you are in!

5. Thought and Purpose

“Until thought is linked with purpose, there is not intelligent accomplishment.”

a. Aimlessness is a vice. Are you going to live your life in meandering generalities? If so, you will bring on catastrophe and destruction.

b. Find the desire of your heart...a purpose; mentally work out a plan and put it on paper. Now, it does not matter if you succeed the first, second, etc. time in that the process is what builds character and gives you a stronger foundation the next time for even greater growth.

Character growth is success in and of itself.

Are you growing or just beating your head against the door again and again?

c. Mannatech application: this is the why,,why are you doing this business? find your purpose so that your actions can be meaningful;

so you do not quit.

## 6. Thought – Factor in Achievement

“All that a man achieves and all that he fails to achieve is the direct result of his own thoughts.”

a. A man’s weaknesses and strengths are his own. They are brought about by the man himself not by another. They also can not be helped by another UNLESS the man be willing.

No one can change him, he only can choose to change himself.

In order to rise to another level, you must raise your thoughts.

“By the aid of self-control, resolution, purity, righteousness, and well-directed thought, a man ascends; by the aid of animality, indolence, impurity, corruption and confusion of thought, a man descends.”

b. Mannatech application: We find people and try so desperately to make a square peg fit in a round hole. We try to fix them and what is so ridiculous is we want it more than they do. That is a formula for frustration and failure. Only they can change their results. We can not want it more than they do.

Put up accountability requirements to see how much they want it.

## 7. Vision and Ideals

“The dreamers are the saviors of the world.”

“He who cherishes a beautiful vision, a lofty ideal in his heart, will one day realize it.”

a. The thoughtless and the ignorant see only the apparent effects of things and not the things themselves...they talk of luck and fortune and chance. Get rid of those thoughts.

b. Mannatech application: get your people to dream again, concentrate on good thoughts and focus and get directed toward those dreams. Dream boards are an excellent tool. Visualization is so powerful..why? it generates positive thoughts.

## 8. Serenity

“Calmness of mind is one of the beautiful jewels of wisdom. It is the result of long and patient effort in self-control.”

Where are you on this issue?