

Dealing with Change: A Critical Quality to Master Monday, September 30, 2019

- Next TNL, October 8th at Mannatech Corp offices or www.allaboutmannatech.com
 - Mannapalooza, October 5th on Vancouver, Flower Mound, and Toronto or your living room
 - New Income Document to Share with New Associates in Library
 - Loss of Terrie and Bob:
 - Manapol Special = Buy 5 get 2 free
 - Ambrotose Life Special?
1. Acknowledge things are changing
 - a. Staff are aging...
 - b. Joel is gone
 - c. Chatbots are coming
 - d. "Things are changing, and it is okay."
 2. Realize that even good change can create stress; don't stress out about stressing out.
 - a. Stress is just your body's way of reacting to change.
 - b. Reaching a new leadership level brings on new obligations, leadership requirements and that can lead to stress.
 - c. Registering a new rambunctious associate demands a lot.
 - d. Being a leader brings a little stress.
 3. Keep up your regular schedule as much as possible
 - a. Keep on keeping on.
 - b. Choose positive...mindset is critical, and it is JUST A CHOICE!
 4. Write down the positives that have come from this change.
 - a. Bob and Terrie deserve to retire and enjoy life without Mannatech.
 - b. New blood with massive energy will help the field get going.
 - c. New day for Mannatech to truly move on.
 5. Talk about problems more than feelings.
 - a. Focus on what we need to do with our own businesses.
 - b. Cry, then say "I am ready to honor this and hit a new leadership level in October in honor of these two awesome people!" So, celebrate on behalf of those who have meant so much to us. **Text "rankup" to 26786**
 6. Focus on your values instead of your fears.
 - a. "I value...health, passive income, contribution: helping feed children dying of malnutrition, helping others build passive income, giving others the opportunity for life-time financial security, being an incredible positive influence on people building their confidence in their future."
 - b. "I have no fears."

"I feel the fear and do it anyway!"
"Fear has no grip over me."
"Fear not!"

"Too many people are thinking of security instead of opportunity. They seem to be more afraid of life than death."

— **James F. Byrnes**

7. Accept the past but fight for the future.
 - a. We are never free from change...but we are free to decide how we respond to it.

8. Don't expect stability
 - a. Are you an adaptive leader or a victim? It is a choice!
 - b. Some of us might still be trying to bounce back to a time and a place that no longer exists...whether pre-Texas AG, or with Terrie and Bob.

Let's Choose It!!

YES WE CAN!!