

## Entrepreneurial Time Crunching

### Monday, October 21, 2019

- Next TNL, October 22th at Mannatech Corp offices or [www.allaboutmannatech.com](http://www.allaboutmannatech.com)  
You do not want to miss this one
- Have you seen the The Power of Patent Video in the library:  
<https://library.mannatech.com/11181>
- New free version of Mannatech +... see document in library of click here.  
<https://cloud.mannatech.com/mtlibrary/44634315351125.pdf>
- Sleep Support specials are still available...

#### Gavin Mountford, A Master of Productivity

*Mindset:* It is truly what distinguishes the 5%'ers (those who make it from those who don't)

- a. Choose to be in the 5%'ers...distinguish yourself
- b. Productivity is critical!

*Preview:*

- 1) No one wants to pick up the phone to talk to people about network marketing
  - a. Some will go to the internet to get information
  - b. Whatever way you signed up has changed quickly; tons of info on capturing leads
  - c. On the internet, full of information. We are "knowledge workers"  
We tend to jump at any shiny objects. How to keep steely focused?
- 2) Gavin teaches how to stay 100% focused...have a "north star" to create your \$10,000 per month strategy
  - a. Reverse engineer the approach
  - b. Daily activity required
- 3) Three books Gavin recommends you read
  - a. "The Miracle Morning for Network Marketers" Hal Elrod
  - b. "The 12 Week Year" Brian Moran  
Imagine you have 1 Year...4 12-week periods  
Focus on goal for each 12 week period  
As long as you take action on any goal, you can hit it.
  - c. "The Habit Factor" Martin Grunburg  
Habit is something you do every day...our mind and bodies guarded by our habits;  
happens unconsciously. If you replace bad/nonsense ones with good ones...life will change for you.

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1. Phase 1: Identify then Eliminate your Information Overload

- a. Identify everything you have going on; fill your page...write down everything
  - 1) What business opportunities are you involved in right now?  
FB Ads, Videos, etc. All the activities you are involved in to grow your business daily. Record them all.
  - 2) All family activities: shopping, ironing, everything
  - 3) Must dump all here, every ball that you are juggling  
See how this applies...15-20 things causing overwhelm or challenges; get good at three and then maybe consider adding another.

- 4) Does everything you currently do integrate perfectly with each other? If not, how do they conflict? Focus on 1...line them up and make sure everything ties. How many different traffic methods are you currently using and what are they? Blog, FB, Twitter, Video, PPC
- 5) How many completely different websites are you currently operating and what are they?
- 6) How many courses and information products have you purchased over the last year and what were they? If you don't take action on what you learned then how valuable are they?
- 7) How much time do you spend on Social Media and social networks and email doing unproductive work?
- 8) Make a list of all active subscriptions you are currently paying for...
  - Autoresponders
  - Affiliates
  - Software

b. Eliminate

2. Phase 2: Plan your "Perfect Week": see Form attached

a. 2 types of people

- 1) Over-achiever: spend as much time as possible on work and neglect other important things in life.
- 2) Procrastinator: Indulge in everything else except work  
Both need to have a fixed schedule to fall back on!

b. Google Calendar (or your choice)

- 1) Leave your internet business until last; focus on the most important things in life like exercise, religion, family, health, etc.  
With Google, you can create multiple calendars  
Build your PERFECT BALANCED WEEK

- a) Family, exercise, spirituality, "evening routine", relaxation,
- 2) Business goes in last (never specific tasks just "business")

Only things in the calendar are hard and set things...NOT "To Do" items

Use this calendar as a picture on your wall...also share it with your family.

3. Schedule Time: Use "Chunk Scheduling"

a. Schedule 60/60/30 Method

60 minutes focused on 1 project

60 Minutes scheduled on a 2nd project

Then 30 minutes of a break

b. Alternative: 50/10, so 50 minutes work then 10 minutes break 2X then 30 min break  
Never sit in front of your computer all day! Terribly unproductive.

This method always creates greater productivity.

b. Dedicate at least 30 minutes (5 mins to 15 mins per item) every day to "SAVERS":

S: Silence/meditation

A: Affirmations (I actually use Affirmations)

V: Visualization

E: Exercise

R: Reading

S: Scripting/Writing

4. Phase 3: Developing your "North Star" to keep you Focused on things that matter

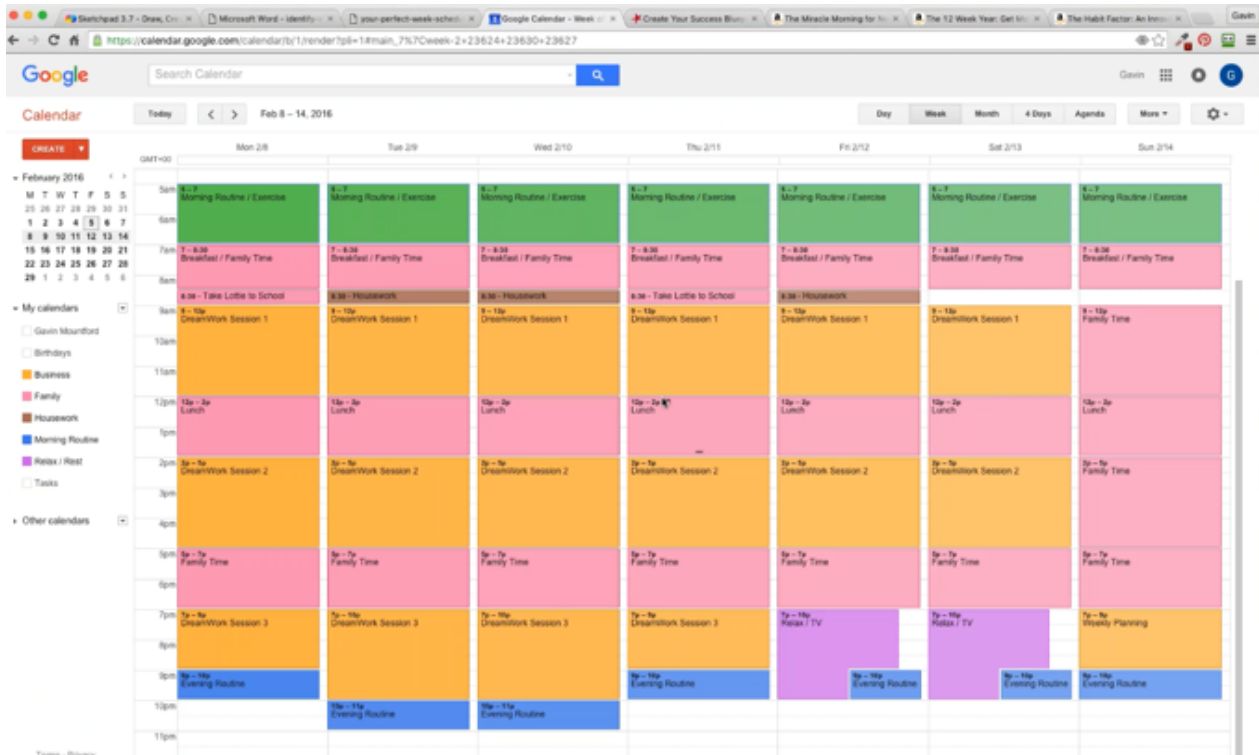
- a. **10 Year Vision**
- 3 Year Vision**
- 12 week Vision**

as well as:

- 1 Year Focus Goal and 12 Week Goals**
- Affirmations**
- Daily Method of Operation**
- Habits**

b. Attached are the documents supporting this approach.

**Vision 2020** for you and your business...get in the habits NOW.



## **Daily Method of Operation**

What you need to do EVERY DAY in your business.

If you truly want success, you'll IGNORE everything else and will just focus on this DMO.

The great news is that because it is a specific system that WORKS, if you do it daily and track it then we can figure out which steps you need to get better at...

The Daily Method of Operation I've given you below is my 6 Step Sponsoring Sequence. Just do it DAILY!

2 hours minimum per day. Ideally 3 hours per day if you can. And during those 2-3 hours, **ONLY** focus on these steps. Everything else you do outside of your 2-3 hour block!

- 1. (Create) I am committed to creating a minimum of 4 pieces of compelling content each day. 2 pieces which feed new members into my group, and 2 pieces inside of my group, which gives value and gets engagement.**
- 2. (Capture) I am committed to capturing a minimum of 10 new leads each day into my Facebook group, which gives me plenty of people to follow up with about my Network Marketing business.**
- 3. (Connect) I am committed to connecting with 10 new people each day with the purpose of making new friends and expanding my warm market.**
- 4. (Comment) I am committed to getting a minimum of 5 comments on the content I post each day, and getting engagement in my group.**
- 5. (Communicate) I am committed to communicating with 10 new people each day where I warm them up, build a relationship and help them with their business.**
- 6. (Close) I am committed to speaking to a minimum of 4 new people on the phone each day where I inspire them to join my team and work with us.**

## **Your Perfect Future...**

(Note: This is Gavin's approach with MJH editing it for a more realistic approach for the seasoned associates in Mannatech. MOST important is to make a plan and work the plan!)

It's time to get MOTIVATED! You will use your vision and goals to help push you forwards when you don't want to do any more.

### **1. What is Your Long Term 10-Year Vision?**

What is your ultimate vision for your life and business?

Really think about what you want to be, do and have over the next 10 years. Where do you see your life in 10 years time?

Think WHAT IF... statements...

a. What if... I was to build a big Network Marketing business and build a downline of 10,000 people?

b. What if... I was to be earning \$50,000 – \$100,000 per month, and that money was coming into my bank account each and every month without me having to do anything because it is passive income...

c. What if... everything in my life turns out perfectly, where would I like to live? Who would I like to spend time with? Where would I go on holiday/ vacation?

d. How big will my business be? What kind of fun will I be having? How happy will I be because I focused right now on building my business that my family, children, friends now get to reap the rewards and benefits because I created a powerful vision and achieved it...

What if, what if, what if...

### **2. What is Your 3-Year Vision?**

Now, chunk your 10-year vision down to a 3-year vision. What would you like your life to look like in 3 years? How much money would you like to be making, where would you like to live, who would you spend time with, where would you travel?

Make sure each smaller vision is in alignment with your bigger vision.

### **3. What is Your 12-Week (4X per Year) Vision?**

We will be breaking our 1 year down into 4 chunks of 12 weeks. Based on the book "The 12-Week Year". We will call each 12 weeks, a "12-Week Year". So, now it's time to just focus on the end of the first 12-weeks and think about what you'll have achieved by the end of your first 12-weeks.

### **4. What is Your 1 Year Income Goal?**

How much money would you like to be making each month, one year from now? (Be realistic, and at the same time push yourself) \$5,000-10,000 per month is achievable if you really push yourself – even if you are a newbie. But truly choose a number which is a stretch without being so "crazy" you get discouraged.

### **5. What is Your first 12-Week Year Income Goal?**

Divide your 1 year income goal by 4. So, if your 1 year income goal is \$5,000 per month by the end of 2020 for example, then your first 12-Week Year income goal would be to

increase your income by \$1,250.

The LESS goals you have, the better... ideally 1-2 MAIN goals. Just remember, the more goals you have, the less chance you'll have to achieve them because your attention will be scattered.

Your goals should align with your 3-year vision... and you'd break them down like this...

### **Long Term 10-Year Vision**

#### **3-Year Vision**

#### **12-Week Vision**

#### **1-Year Goals**

#### **12-Week Goals**

So you start with your bigger vision and then reverse engineer your goals back until you know EXACTLY what you need to do each day to hit your goals.

Depending on your experience and drive, I recommend your income goals should be something like this...

**1 Year income Goals = By December 31st 2020, I will be earning \$5,000 per month in residual income from my business.**

You then break down the year into 12-week chunks, which makes things much, much easier in your mind to achieve.

**1 year goal = \$5,000 per month**

Now break it down into 12-week chunks.

**Jan 1st – March 31st 2020 = Increase recurring 12-week income by \$1,250**

**April 1st – June 30th 2020 = Increase recurring 12-week income by \$1,250**

**July 1st – September 30th 2020 = Increase recurring 12-week income by \$1,250**

**October 1st – December 31st 2020 = Increase recurring 12-week income by \$1,250**

You are actually increasing your monthly income by \$417 per month, which totals up to \$1,250 your every 12-weeks.

Now you have your first 12-week goal.

**Jan 1st – March 31st 2020 = To increase your recurring 12-week income by \$1,250**

Now it's time to translate that into how many sign ups do you need to achieve that. Now because your Network Marketing Business income will grow exponentially the bigger your team gets, it is harder to know exactly how many people you need in your team to be earning your target amount.

So, to hit your goal of increasing your residual income by \$417 per month or \$1,250 in the next 12-weeks, your targets for the amount of sign ups you get should be roughly:

**Sponsor 8-12 Reps/Customers in your Network Marketing business in 12-Weeks**  
(JP Koster averages 8 EACH MONTH!)

If you can do more than that... then you will earn more, and more income. However, this is a fantastic target to aim for.

12 Reps (active) in your business will earn you between \$500 and \$1500 depending on how fast you sponsor them/train them and motivate them.

Then as your Network Marketing team starts to duplicate your income will grow exponentially.

**IMPORTANT:** If you want to hit higher goals, use a multiplier of the numbers herein. then you'd probably need to DOUBLE the number of personal sign ups each month, or help your team duplicate faster.

Break that down weekly now:

**Sponsor 1 Rep in your Network Marketing business each week-10 days**

All of a sudden, it seems believable and achievable! You CAN do it!

Now you have your **WEEKLY TARGETS**... it is time to look at your daily actions and habits you need to do consistently to achieve your goals...