

Entrepreneurship Mindset

April 6, 2020

- Weekly Product and Business Meeting – 10 AM CT. <https://zoom.us/j/215452258>
- Next TNL, April 14th www.allaboutmannatech.com
- Mannatech 3 Lap Mini Incentive - Where are you in the incentive for the second lap?
- Update on The Perfect Storm

"Entrepreneurship Mindset" by John Rampton

1. Entrepreneurship is not a destination...IT'S A JOURNEY.
 - a. Do not have the expectation of arriving at some finish line...rather continue to push yourself to step outside of your comfort zone and grow.
 - b. On any journey, you have times of joy and more than a few setbacks. During the times of joy, you feel like you can accomplish anything. It gives you the strength and motivation to continue to put in the work that helps your business. During the hard times, negative feelings and emotions can easily take over. Before you know it, you're feeling sorry for yourself and you turn to your familiar coping mechanism.
What is your coping mechanism? Since you don't have a boss or company dictating your day and what you accomplish, that time "coping" could turn into weeks of your doing no work at all.
 - c. Becoming a successful entrepreneur means understanding hard times are when you need to push. When there are obstacles, here's what you need to do.
2. Acknowledge, then process your thoughts.
 - a. The only way to get through obstacles is to start with acknowledging that they're there. The gateway to your feelings and emotions is your thoughts. Control your mind control your life.
 - b. When you feel your thoughts spiraling, give yourself two minutes to fully feel what is going on in your head. Once you have given yourself two minutes, take control of your thoughts.
 - c. Focus on what brings you joy and what you're grateful for in your life. It's hard to be down when you're expressing gratitude.
3. Focus on what you can control.
 - a. Life is messy. Change is hard. Growing a business is not easy and it feels like everything can go wrong at once. There are always going to be things you can't and shouldn't try to control. There are, however, things you can do something about.

b. There are tangible things you can fix in your business no matter what is happening. Identify what the things are that you can do something about. Create a plan that will help you get on the path to recovery. Make it practical and actionable. Fill up your to-do list and calendar with the tasks that lead to results.

4. Ask for help, then take action.

a. Some obstacles feel like more than you can handle. Seeking counsel and support can be the difference between you getting through it or failing. Don't try to be Wonder Woman or Superman. Take the time right now to write those names down.

b. Next, make decisions that are action-based. If a decision pushes you toward the action that helps your business, make it. Massive action is one of the best ways to recover from difficult situations.

c. Obstacles don't have to cause you to give up! Learn from them and then move forward. I thrive on them as I recognize they grow me and I become stronger and wiser entrepreneur.

d. Despite the fact that most people desire financial freedom, a huge proportion of them are not able to get there. Why? Making that first \$10,000 or \$100,000 whatever "success" is to you is the most challenging since it requires being different than everyone else that is trying.

5. Finding your own path can be extremely difficult. Nine obstacles to overcome to reach that first \$10,000/\$100,000 or \$1 million and spark future financial success:

a. Bias toward inaction

It is easy to talk about how you are going to start working harder or begin a new project. The process of actually doing is difficult.

b. Worrying what everyone thinks

"What other people think of me is none of my business."

When you are trying to live a different life, you are going to have to be different than others.

c. Spending time with the wrong people

We are the average of the five people we surround ourselves with the most. Jim Rohn taught us that is we did not already realize it. List your 5 right now!

d. A tendency to blame others

Life can be brutal. We cannot control everything, and when things do not go our way, we have a tendency to blame others. Result: we divert our attention away from our next step...wasting invaluable time. Taking the

blame for our failures is a must on the path toward success.

e. Never thinking outside of the box

To be different than everyone, you have to think differently. That means stepping outside of conventional thinking and pushing yourself to consider alternative viewpoints. We tend to surround ourselves with like thinkers. Gaining different perspectives through experience, reading, and meeting others can open doors that will allow us to approach problems in a unique way. It takes vulnerability and leaving our comfort zone to get there.

f. Being complacent

Rid your life of the non-productive routines. Staying put in your current marketing approach after 2-3-5 years of limited if any results is a guaranteed way to stunt your growth. Take chances and challenge yourself as it will leave you better off on the other side.

g. Unwilling to change habits

To become the best version of yourself, you have to be prepared to make changes. Look objectively at your life and habits to find places where you can be better.

h. Lack of confidence in yourself

Most want to be wealthy (do you?), however most do not believe they can achieve that goal. Step 1 is to have faith in yourself and what you can accomplish! The people we admire most, overwhelmingly, are no different, genetically, than we are. They have just worked harder, smarter, been introspective and had a bit of luck.

Not believing in yourself will stop you from trying in the first place.

i. Not learning and exploring more

Successful people are always learning. When Bill Gates was asked what superpower he wished to have, he said "Being able to read super fast."

Warren Buffet relayed the same message.

Staying up to date with new technologies and trends not only widens your horizon. Curiosity, asking why and never concluding that you know enough will help you develop the creativity and aptitude needed for success.

Self-Exam Checklist

Grade yourself on a scale of 1 to 5 (worst to best)

1. Bias toward inaction _____
2. Worrying what everyone thinks _____
3. Spending time with the wrong people _____
4. A tendency to blame others _____
5. Never thinking outside of the box _____
6. Being complacent _____
7. Unwilling to change habits _____
8. Lack of confidence in yourself _____
9. Not learning and exploring more _____

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