

**FEAR: How to recognize it;**  
**Overcome Fear of Rejection Once and for All**  
**Monday Call September 12, 2016**

- Mannatech Social Media Webinar with Ty Tribble and Presidential James Hannan September 28<sup>th</sup> at 8 PM CT - <https://app.webinarjam.net/register/30363/6df92ba9aa>
- The next “Tuesday Night Live” at Corporate Office is September 13<sup>th</sup> at 7:30 PM with Dr. Roland Maddela
- Add Success Calls to your weekly routine – Thursday at 10 AM CT
- Next DFW Monthly Saturday Business Training is October 1st at Corporate Offices at 9 AM – 12 PM and [www.mannatechlive.com](http://www.mannatechlive.com)

Partly from a Noah St John Article

1. We all have Fears
  - a. Fear is a natural emotion when danger occurs.
  - b. Fear also arises when we feel there is a possibility of loss.
  - c. Fear arises when we try something new...”will I fail?”
  - d. Fear arises when we put ourselves in relationship with someone “we view” as possibly more qualified/educated/competent than us.
  - e. FEAR is not False Expectations Appearing Real
2. How do we recognize them?
  - a. How do we distinguish fear versus intuition?
    - 1) Both come from “gut feeling”
    - 2) Many of us have fallen out of touch with our gut feelings...relying on our thoughts and intelligent reasoning.
    - 3) Make a list of everything you fear...then you will recognize them as they arise.
  - b. Is intuition ever wrong?
    - 1) Intuition is the ability to understand something instinctively, without the need for conscious reasoning.
    - 2) Intuition;
      - a) uses past knowledge and experiences to assess a situation.
      - b) personal needs and preferences
      - c) the present (feelings that arise, choice of words, surroundings and signs given by others)
  - c. The differences:
    - 1) Intuition being only about the present...no worrying about past and future with intuition.
    - 2) Intuition being neutral, unemotional, whereas fear is highly emotionally charged.

3. Fear can be good
  - a. “Fear, uncertainty, and discomfort are your compasses towards growth.” Celestine Chua
    - 1) When you feel it in relationships, maybe you are settling in relationships, employment, entrepreneurial endeavors where you are not heard or seen the way you want to be.
  - b. Fear arises in a situation of immediate danger (why it is NOT False Expectations Appearing Real)
  
4. Fear in Network Marketing is not effective; in fact, destructive
  - a. Fear of success
  - b. Fear of failure
  - c. Fear of not being enough
  - d. Fear of leaving people behind
  - e. Fear of the unknown
  - f. Top Fear: Fear of Rejection
  - g. Circumstances > Thoughts > Feelings > Actions > Results
  
5. How to overcome the Fear of Rejection once and for all!
  - a. How does it rob us?
    - 1) We don’t pick up the phone...
    - 2) We don’t follow up
    - 3) We accept
    - 4) We treat Mannatech as a social institution versus a huge business opportunity
    - 5) We give up on our dreams.
  - b. What does it mean when someone rejects you?
    - 1) “Thanks, but I really had something else in mind.”
  - c. Emotion of fear: *nothing more than the expectation of pain.*
    - 1) No one wants pain.
    - 2) Fear is simply a message from you to you. So, doesn’t it make sense to find out what the message is instead of trying to ignore it, hate it, or trounce all over it?
  - d. Steps to overcome:
    - 1) Simply acknowledge and thank your fear for doing such a great job. The moment you stop running from your fears you take away most of its power.
    - 2) Ask your fear “what is the pain that it is trying to protect you from?”
      - a) Write your answers in your journal.
      - b) Ask additional questions like
        - (1) when was the last time this happened to me?
        - (2) what does this remind me of?
        - (3) who does this person/situation/feeling remind me of?
        - (4) what else can you tell me about this?
      - c) All of these questions are based on things that have happened in the past: Why? because we can only be afraid of two things:
        - (1) things that remind us of something that happened in the past causing us pain

(2) things we're imagining might cause us pain in the future.

***Fear is simply a learned response to pain.***

Fear is a good thing (as stated above) to keep us out of pain. You can't talk yourself out of being adverse to pain.

- 3) Remember that 80% of the people out there are going to reject you.
  - a) We tend to live our life wanting everyone to like us. And when someone doesn't, we just can't understand it!
  - b) There is NO WAY that you will ever get everyone to like you. Rejection is literally built into the system called "living on planet earth."

***"Your purpose here on Earth is to be and express Who You Really Are and to bless others through that expression. This however does not mean you won't 'be rejected.' That is exactly why you have nothing to fear."***