

# **Five top Tips for Entrepreneurial Success**

Monday, April 2, 2018

- [Are you registered for Mannafest 2018? An event not to miss. Register at www.mannafest.com](http://www.mannafest.com)
- End of BP 3... 6 Pm Tuesday... Check out your success tracker reports but remember to change the BP to 3.
- Tax Advantages of a Home-Based Business Class on April 21st. Learn the many tax savings you can achieve with a Mannatech business including the updates from our New Tax Laws. Registration starts Wednesday on [www.mannatrain.net](http://www.mannatrain.net)
- Have you ever wondered who to contact at Mannatech to get your questions answered? Check out "Where do I go for?" document in the Mannatech Library.  
<https://mannatech2.s3.amazonaws.com/mtlibrary/116651303527005.pdf>

Article by Dan Andersson

## **1. Fall in love**

- a. Find something you are passionate about.
  - 1) Direct selling as a business model
    - (a) best opportunity for anyone who has no formal education
    - (b) Unlimited upside
    - (c) 4 skills in the skill set to set you free
    - (d) Only way to be successful is to help others achieve success
    - (e) Income is not tied to daily activity versus your entire organization  
Would you rather make income off your 40 hours or a little bit of income off of 2000?
  - 2) Health: Products that transform people's lives
    - (a) Scientifically validated...hundreds of patents, validated studies, independent third-party validation, overcoming all odds,
    - (b) 23 years of results
    - (c) Science of Glycobiology
  - 3) Mission: support children around the world who are dying of malnutrition through M5M Foundation; be a difference maker in a huge way; change your life and the world at the same time
- b. Enjoying every day what you are doing is critical for excelling which does not mean you won't have ups and downs.
  - 1) If you believe in what you are doing, it will provide you the motivation and energy you need to get your business off the ground.
  - 2) Working in a job for someone else, merely helps their dreams come true.

## **2. Be real**

- a. Critical is to have integrity and be transparent in your actions...those characteristics are critical for others to follow (and not for a quick fix but for years).

- b. Give more than you get. Add value to peoples' lives as if you build a great reputation it will "go before" you and attract others to you. You want partners and customers.
- c. Entrepreneurship is a team sport. To build a team, which is required in order to be successful in network marketing, you need to build relationships with people.
- d. Mother Teresa's wise words: "I can do things you cannot, you can do things I cannot; together we can do great things."

### 3. Work, work, work

- a. This sounds like it applies to every "job" as well, but NO. This entrepreneurship has a "work curve" ....work, work, work, work, work, work, work, money. Work work, work, work, work, money, money. Work, work, work, work, money, money, money. Work, work, work, money, money money. Catch the idea?
- b. There really is no substitute for hard work! Lead by example. Set the example and others around you will respect you for your commitment.
- c. Focus your efforts on the activities that really make a difference and make you money. No distractions. Have a plan and stick to it. Steve Jobs said: "*I'm convinced that about half of what separates the successful entrepreneurs from the non-successful ones is pure perseverance*".

### 4. Think outside the box

- a. You must have vision: think bigger, think better, think smarter, think without limits. It's all about thinking outside the box, being creative, and disrupting the status quo – **embrace change!**
- b. You need to go where there's some uncertainty and where you've not gone before, instead of being risk-averse and playing it safe – **entrepreneurs are risk-takers!** You therefore need to be prepared to look outside your comfort zone for solutions and opportunities.

### 5. Build your skills and network!

- a. Skills and competence are the key to success, so if you want to excel as an entrepreneur, it is imperative that you **learn all you can and keep learning**.
- b. As mentioned, it is vital to focus on the activities that make you money, and these are always having to do with your skills. So, investing time in training really is money in the bank – maybe not today, but certainly tomorrow. While it might seem difficult to find time to take a course, there are flexible online options which can fit around your busy schedule.
- c. In addition, if you're serious about building your skills and being the best, **get yourself a mentor** – this is the fast-track route to success. (see 10 reasons a mentor is essential)