

# Lay the Foundation for 2019

## December 10, 2018 Call

- Tuesday with Richard Brooke continues Tuesday at 6 PM CT  
<http://Blissbusiness.com/mannatechtraining>
- TNL, December 11<sup>th</sup> at 7:30 PM CDT at Mannatech Corp offices or  
[www.mannatechlive.com](http://www.mannatechlive.com) with Kevin Robbins and Ashley Torin
- Are you using the December Specials to grow your business?
- Samples all 1/2 price
- 2019 Planners...you can order now on <http://www.mannatrain.net/new-2019-planner.html>

### 1. Laying the Foundation

#### a. The Basics:

1) Belief: in yourself, the products, the company, the business model  
*"Your personal philosophy is the greatest determining factor in how your life works out."* Jim Rohn

Take the "Self Scoring Belief Scale" attached and use it with your downline. If it's going to be, it is up to me!

*"If you believe you can or believe you can't, you will always be right."* Henry Ford

2) Understand there is a **HERO** inside of you...listen to it now. How will you show up as a Hero in 2019? Doing the same thing over and over and expecting different results is the definition of insanity.

3) You are not facing the world alone.

Outline your support team: Upline, downline, crossline for business; then those in your close friends, family for personal support...support your belief

#### b. Get past your "excuses" for not taking action **NOW** for 2019

1) What makes you a renegade...

a) "Too busy for the holidays" Busy means great time to hand out "The Four Year Career" book; If not now, then when?

b) "Goals never work for me..."

Take the word "try" out of your vocabulary.

Commit like the world depended on it! If you don't like yourself enough to do it for you, then do it for someone or something else.

c) Just a lot of extra work...work hard for 4 years, build asset income, and retire... the value of Asset Income!

d) Andy Andrews says "Don't lie to yourself" ...so what does that mean?

2) Do you understand the statistics? .

Virtually every book written on success says one of the initial steps is to commit to **Written Goals**. So, quit setting yourself up for unwanted results!

3) New Year's resolutions: Health is a major one.

Top New Year's Resolutions...

Stay fit and healthy 37%

Lose Weight 32%

Enjoy life to the fullest 28%

Spend less, save more 25%

Spend more time w/friends and Family 19%

4) "The long pole in the tent"

2. Start with Vision Methods to get you thinking correctly about Vision/Your Why  
<https://www.youtube.com/watch?v=qp0HIF3Sfi4>

a. Your highest aspirations and deepest values are your truest desires. Values are who we are...not right or wrong.

**Task 1:** Your journey "aimless pursuit of reality" ... start with no agenda, but just start writing in a stream of consciousness about "How I want life to be? What would be ideal?"

"The looking without the need for an answer helps you see what there is to see, and sometimes for some people that means finding God."

b. More traditional approach:

VISION must be consistent with VALUES...

1) Goals are then based on the vision which is based on your values. To know your values... look at list -

<http://www.stevpavlina.com/articles/list-of-values.htm> and select most important ones to you...limit to 10.

2) Answer these questions to help:

*If you discovered that you only had one year to live, how would you live? Where would you go? Who would you be with?*

*If you won \$3 million after taxes, what would you do differently?*

*What do you enjoy so much, that you would do it without pay?*

*What five things would you like to be remembered for when you die?*

c. Draft a TO BE LIST: we must **Be** before we **Do**. Review the BE-DO-HAVE triangle.

1) Outline your “beingness” issues

Be honest with self and ask for opinions of others...what we don't see we will never correct.

What characteristics have you lacked? Which ones are so important as a foundation for achieving your goals?

2) Review the characteristics of the great leaders of all time (list is attached). Now, take those that really stretch you and, together with your work on 1) above, draft your “TO BE” statement.

d. Draft your purpose/vision. Mission statement work takes time

*(If you have "The Slight Edge" by Leo Weidner, draft and tape your LifeCreed; If you have "Strategic Acceleration" by Tony Jeary, then do Exercise 5 and review the entire outline from Dec 5, 2011 on Mannatrain.net; or “How to Write a Mission Statement in 5 Easy Steps” by Tim Berry on the Web)*

3. My Annual Review (this will support your sense of reality)

a. Evaluation is critical. Review your 2018 activities in your business and then propose what 2019 will look like in comparison.

(see attached worksheet). Understand the Law of Vibration.

b. What activities (habits) are you going to give up for 2018?

Examples: TV, Sidoku, iPhone, Games, News, FB, Twitter, Newspapers, Politics, Gossip, etc. You know of activities that "take time and move you nowhere"

Also, look at anything that brings in negative thinking.

c. How are you going to manage your attention?

4. Review your work with someone you admire

a. Feedback is critical for all of us

A fresh set of eyes gives us a new perspective...without the inbuilt "roadblocks" we have.

***"Design your life by choice and commitment and not by chance and circumstance."***

# Self-Scoring Belief Scale

Use this scale to monitor your level of conviction in the 6 core areas of Success and Leadership for your Mannatech Business. One of the most important ways to strengthen your belief in a given area is to use the affirmations given (or draft your own) and speak them numerous times every day. This scale is 1-10 with 1 being little belief and 10 being total belief.

## 1) PRODUCT

0 \_\_\_\_\_ 5 \_\_\_\_\_ 10

**Affirmation:** *The Mannatech products based on Real Food Technology are absolutely the best, most cutting-edge nutritional products available.. They are backed by solid scientific validation and everyone can benefit from them. Because of the benefits they provide, these products are a tremendous value. Our bodies deserve the highest quality we can give them...and that's Mannatech!*

## 2) COMPENSATION PLAN

0 \_\_\_\_\_ 5 \_\_\_\_\_ 10

**Affirmation:** *Mannatech offers the average person an incredibly lucrative income opportunity. The income and benefits offered through the new compensation plan make it the best value for everyone both part time and full time associates.*

## 3) CORPORATE LEADERSHIP

0 \_\_\_\_\_ 5 \_\_\_\_\_ 10

**Affirmation:** *I have complete faith and confidence in Mannatech's owners and corporate leaders. They are visionaries who are transforming both the network marketing and the healthcare industry through social entrepreneurship, and integrative care.*

## 4) NETWORK MARKETING

0 \_\_\_\_\_ 5 \_\_\_\_\_ 10

**Affirmation:** *Network Marketing is the absolute best and most economical method for distributing the Mannatech products. It is a highly ethical industry that has proven its ability to help anyone achieve financial freedom-IF they are willing to do the work. I am proud to be a Network Marketer!*

## 5) PERSONAL SUCCESS

0 \_\_\_\_\_ 5 \_\_\_\_\_ 10

**Affirmation:** *I am on my way to creating a legacy of success in Mannatech. Not only am I ACHIEVING my vision, but I will far exceed it and positively impact the lives of many thousands and perhaps millions of people. My dreams are now coming true!*

## 6) LEADERSHIP ABILITY

0 \_\_\_\_\_ 5 \_\_\_\_\_ 10

**Affirmation:** *I can competently and confidently help others fulfill and exceed their dreams through Mannatech. New associates are extremely lucky to have me as a sponsor and upline coach. I'm growing in my leadership skills daily, excited to be enrolling new associates into my success team every Business Period.*

# **Characteristics of a Good Leader**

## **Partial List Add as you see fit**

Honest  
Integrity  
Loyal  
Focused  
Fair  
Accepting  
Creative  
Dependable  
Committed  
Decisive  
Tactful  
Resilient  
Motivational  
Endurance  
Energetic  
Delegates  
Never compromises the absolutes  
Intelligent  
Courageous  
Competent  
Unselfish  
Visionary  
Problem Solver

Kind  
Generous  
Humble  
Patient  
Love  
Peace  
Empathetic  
Optimistic  
Empowering  
Leads by Example  
Understanding  
Discerning  
Disciplined  
Enthusiastic  
Passionate  
Initiates  
Inspiring  
Knowledgeable  
Bold  
Imaginative  
Contemplative  
Positive

## Seven Steps That Can Change Your Life

- 1. Identify Your Three Greatest Accomplishments In 2018.** Even if 2018 was a challenging year for you, odds are if you look close enough there's something somewhere to be proud of.
- 2. Analyze What You Learned from Each Accomplishment.** Now that you have identified your three greatest accomplishments, go back to each one. This time though identify exactly what you learned or were reminded of by each of them.
- 3. Identify Your Biggest Disappointments Of 2018.** Practically every company and individual resists analyzing their mistakes. That's a shame because this is where the best learning comes from.
- 4. Analyze What You Learned from Each Failure or Disappointment.** No matter how great everything in life is going - we all make mistakes. The trick here is to really analyze them, what preceded them, what could you have done differently, and how can you prevent them in the future.
- 5. Identify How You Limited Yourself and How Can You Stop It.** Were there certain actions you took or didn't take that came back to haunt you? In order to make sure you don't limit yourself again - you need to bring these self-defeating actions to the surface, confront them, and most importantly determine what you must do differently to make sure you don't make the same mistakes all over again.
- 6. Pragmatically Review the Information You Have Gathered.** The goal of this exercise is not simply to know yourself and your Mannatech business better but to actually use the information to make certain 2019 is your best year yet.  
*What are the big takeaways from answering each question? What do you know about yourself or your business that you didn't realize or weren't thinking about? Obviously, having this list isn't going to do it all, you still need to take this new knowledge and USE IT!*
- 7. Use This Information to Astonish Yourself in 2019.** The purpose here is to build into your schedule, your interactions, your management style or whatever else you've surfaced in the previous questions and build yourself a new better approach. Ok, now that we've uncovered a lot of useful information, the final step is to incorporate it into a plan for 2019.

## Annual Review of My Mannatech Business

<u>Activities 2018</u>	<u>Proposed 2019</u> (Change Activity/Change Vibration)
1.	1.
2.	2.
3.	3.
4.	4.
5.	5.
6.	6.
7.	7.
8.	8.
9.	9.
10.	10.
11.	11.
12.	12.
13.	13.
14.	14.
15.	15.