

## Goal Setting: Foundation and Drafting December 13, 2010 Call

Sam Caster Presenting Home for the Holidays' at Tuesday at Mannatech Corp offices 7:30 PM CST or on

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[www.businesswire.com/news/home/20101208005444/en/Mannatech's-Give-Real-Program-Enables-MannaRelief-Major](http://www.businesswire.com/news/home/20101208005444/en/Mannatech's-Give-Real-Program-Enables-MannaRelief-Major)

### 1. How do I Start?

#### A. What about those who won't even start...what is this all about?

##### 1) What makes you a renegade?

a) "They" have never worked for you...

b) You feel like you have failed when you have not met them in the past so why go through the depression

c) Just a lot of extra work

2) Do you get the statistics? Virtually every successful person who gets what they desire in their lives, sets goals, and written ones are the ones that work. Virtually every book written on success says one of the initial steps is to commit to **Set Goals**. So, quit setting yourself up for unwanted results!

#### B. Methods to get you thinking correctly about VALUES/VISION

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

When you act in ways that are inconsistent with them you feel as if you are not being true to yourself. Sometimes this is when we locate our truest values. Values are relational.

Find your passion...

Call your journey "aimless pursuit of reality" ... start with no agenda.

"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."

2) More traditional approach:

VISION must be consistent with VALUES

a) Goals are then based on the vision which is based on your values. To know your values... look at list and select most important ones to you...limit to 10.

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?*

b) Draft a TO BE LIST; we must Be before we Do

Take 10 minutes to list all the characteristics of the great leaders of all time. (I have attached a list for some of you to use). Now, take those that really stretch you and draft your TO BE statement.

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

c) Finally, draft your purpose/vision

Mission statement work takes time... know this is a work in process, but you need to start.

## 2. Structural Tension

A. Definition: Create structural tension: ***Life is Art*** "Structural tension is the best and most powerful structure there is in the creative process ...developing the ability to envision the result and observe the present situation in relationship to that result."

Tension here is not anxiety, pressure, stress or strain. It describes a relationship...it generates energy and seeks resolution.

So, our structural tension to develop ***is contrasting our goals with our reality.***

B. Mechanics:

Are the first two skills listed above:

the skill of forming goals and developing vision

the skill of evaluating your current situation

C. Reality

"Our ability to live in reality is essential."

This takes training..."It is natural for us to avoid pain and conflict." Thus, seeking truth is not something we do by nature. We must develop it as a discipline.

To build the structural tension we will need to raise our level of discernment, objectivity and awareness.

Without this, we can not grow from our actions, we can not achieve the goals we set, we have no starting point and thus, are incapable of constructing actions to move in a given direction.

Part of your reality check is to examine last years goals and see where you are. What happened? Evaluate the process and

acknowledge where you are only with insight to move you forward.

Insanity = "Keep doing what you have always done and expect a different result."

D. By internalizing structural tension...the vision and the current reality...structural tension becomes a more powerful force in your life. See attached chart.

3. MJH Annual Review (this will support your sense of reality)
  - A. Evaluation is critical. So, review your 2010 activities in your business and then propose what 2011 will look like in comparison. (see attached worksheet). Understand the Law of Vibration.

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

4. Drafting the goals
  - a. All Goals must be SMART:
    - S: Specific
    - M: Measurable
    - A: Achievable
    - R: Risky
    - T: Timely
  - b. Six categories: We will deal with the financial/Mannatech on the call; you need to do ALL SIX...why? BALANCE (3 in each)
    - 1) Professional/Vocational
    - 2) Intellectual/Personal
    - 3) Physical
    - 4) Financial
    - 5) Spiritual/Emotional
    - 6) Social/Interpersonal
  - c. Write down for each of your goals what has kept you from reaching those goals to date
5. Review of your Goals
  - a. Make sure they are all personal! "I..."
  - b. Make sure they are all in present tense
    - "I will make..."NO!
    - "I make \$4000 per month in Mtech by September, 2011."
  - c. Use live action verbs or feeling verbs
  - d. Be brief
  - e. Be positive not negative
    - "I lose 20 lbs by March 31" NO!
    - "I weigh 140 lbs by March 31" Good
  - f. Make sure they all qualify as SMART
6. Share your goals with a support team
  - Have them written down on 3 X 5 cards to carry every day.
  - Read them every day.
  - Have an accountability partner to support you through the year!
7. Know the results of your goals/the consequences of not meeting them.
  - Fill out the attached sheet and keep it available.
8. Make the connection with your BELIEF SYSTEM
  - The link between optimism, responsibility and goal-setting is crucial to stop the disconnect.

***HOMWORK: With this as a base, next week we will focus on achieving those goals.***

- 1. Choose your TO BE LIST.***
- 2. Work through core value analysis***
- 3. Work on your purpose statement.***
- 4. If you want to work on a given goal and work through the structural tension chart, great.***
- 5. Do your 2010/2011 Analysis of your Mannatech Business***
- 6. Draft your Goals***

**NOW, you are in the top 3%!!  
Success is the progressive realization of a worthy goal!**

# Your Goal

(Actions to be taken in proper order)

- 
- 
- 
- 
- 
- 

# Current Reality

# Characteristics of a Good Leader

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 2010.** Even if 2010 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 2010.** 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 2011 far surpasses 2010.

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 2011.** 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 2011.

## **Annual Review of My Mannatech Business**

| <b><u>Activities 2010</u></b> | <b><u>Proposed 2011</u></b><br><b>(Change Activity/Change Vibration)</b> |
|-------------------------------|--|
| 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.  |
| 16.                           | 16.  |



## **Why do you want to reach these goals for your Mannatech business?**

List 10 ways reaching your goals will change your life: your life style, relationships, security, confidence, future, time freedom, etc.

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_
6. \_\_\_\_\_
7. \_\_\_\_\_
8. \_\_\_\_\_
9. \_\_\_\_\_
10. \_\_\_\_\_

## **What will be the consequences to YOU and others important to you if you fail to accomplish your goals?**

List 10 consequences.

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_
6. \_\_\_\_\_
7. \_\_\_\_\_
8. \_\_\_\_\_
9. \_\_\_\_\_
10. \_\_\_\_\_