

Goal Setting #1: Laying the Foundation

December 7, 2009 Call

- **Transition in Mannatech**
- **PhytoBurst Nutritional Chew Promotional Tour**
- **Sample December MannaMail Attached**

"Your Life as Art" Robert Fritz

1. How do I Start?

"Simply creating goals successfully is Not the aim of this book. Many people can create important life goals, only later to lose the success they managed to create. You must learn how to keep success, build upon it, and have it lead to further success."

So, don't start with goals...know your values and vision first.

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. Life is like Art...a result of a creative process

There are three principles of the creative process:

A. Principles that are actual mechanics of the process

These are Design and Execution

PLAN: can not reach your goals unless you have a comprehensive approach

Critical to the plan is to take ACTION...action creates momentum

To design and execute a plan you must develop many skills:

- 1) The skill of forming goals and developing vision
- 2) The skill of evaluating your current situation
- 3) The skill of developing the right strategies and tactics
- 4) The skill of using feedback to adjust actions
- 5) The skill of generating momentum and traction

B. Principles are about your orientation as the creator

The orientation is about where you live

Example: let's say you are a great prospector, but somewhere in your psyche you had a deep seated fear that if you succeed something bad could happen.

Need to get free from these concepts in our life.

Need to also get free from circumstances

For some of us the circumstances in our life control our life, or at least play a very dominant role.

We need to make a major shift in orientation: from reacting or responding to circumstances TO being generative and independent of those circumstances. So, it is not just moving from reacting to responding (in each of which the circumstances are the dominant force) but getting into a generative or creative orientation wherein you become the dominant force.

C. The spirit

Through the creative process, your true spirit and essence is expressed throughout your life. Your deeper spirit- your religious walk, etc.-can have a dominant place in your life and will enrich you in the most incredible ways.

All three aspects of the creative process must be developed, attended to, and growing or the creative process - your life as art - will be stifled.

3. Structural Tension

A. Definition: Create structural tension: "Structural tension is the best and most powerful structure there is in the creative process. One of your jobs in creating your life as art is to establish and manage structural tension throughout your creative process by 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 between one element of a structure in contrast to another. Tension is a force or dynamic that generates energy and movement. Tension 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 year. Do not in any instance get out a hammer on yourself. This is not productive! 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.

4. MJH Annual Review (this will support your sense of reality)
 - A. Evaluation is critical. So, review your 2009 activities in your business and then propose what 2010 will look like in comparison. (see attached worksheet). Understand the Law of Vibration.

HOMEWORK: With this as a base, next week we will focus on goal setting.

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 2009/2010 Analysis of your Mannatech Business

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

Annual Review of My Mannatech Business

<u>Activities 2009</u>	<u>Proposed 2010</u> <u>(Change Activity/Change Vibration)</u>
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.

December 2009

MANNAMAIL



International Nutracom, Inc., 1802 Palace Drive, Grand Prairie, TX 75050
Hillaker@att.net (972)660-9006

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season!

Great Gift Ideas to really share the gift of
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snack foods with perfectly healthy, all
natural ingredients. Each child needs both.
Why? PhytoburstsTM supply their bodies with
terrific natural vitamins and plant digested
minerals. MannaBearsTM contain the neces-
sary saccharides to support the integrity of
their cells, boost the immune system,
support cognitive function, as well as their
digestion. They also contain pomegranate
juice, a great anti-oxidant, and zylitol for
teeth, eyes and ear health.

Price: on auto order: MannaBearsTM are only
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PhytoburstsTM are only \$31.01 for a bag of 60
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Skin Care...Japanese made water based
skin care line with NO parabens added.
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responsibility for your largest organ...
your skin. Knowing your skin absorbs up
to 40% of what you put on it, don't risk
putting more toxins in your body. Make a
shift today and help others make great
choices as well.

Price: Today you can get a complete set
of the 7 products in the skin care line,
one 5 piece trial set with Cosmetic bag
and one Fold Up Tote Bag all for only
\$330 (an almost \$440 value!)



**“Christmas is not as much
about opening our presents
as opening our hearts. “**

~Janice Maeditere

For the Babyboomers out there:

Wow, what do we care about most? Anti-aging and sore muscle and joint relief. Well, the two best products to support those issues are BounceBack® and Ambrotose AO®. Independent studies support BounceBack® as one of the greatest products to support optimal health of joints, help reduce muscle soreness and pain, and increase energy. Ambrotose AO® studies show taking two capsules per day increases the antioxidant value (anti-aging and defense of cells from toxins) in blood by more than 37%!

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carbohydrate utilization (SPORT™)

Price: on auto order, SPORT™ for only \$26.66 for 60 ct on auto order, EM-PACT® for only \$30.24 for canister on auto order, CardioBALANCE® for only \$37.57 for 90 ct



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