

Goal Setting #2: Criteria for Goal Setting

December 14, 2009 Call

- San Caster Presenting at Tuesday at Mannatech Corp offices 7:30 PM CST <http://www.mannatechlive.com>

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

Review last week's Work...To Be List? 2009 versus 2010? Structural Tension on one of your goals... For this exercise to work for you, you must work through these exercises.

1. What am I willing to Commit to?
 - a. What is commitment? Not "I want to," not "I will try"
It is **I will do it**
Intent + Mechanism = Result
How do I increase my intent to make it a true commitment?
 - 1) Visualization: so make a dream board, pictures around the house, whatever but do it starting Jan 1
 - 2) Contract with another: Tell your family
 - 3) Put something at Risk...Your commitment defines your results!
2. 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

3. Specifically Mannatech/Financial Goals

a. How do numbers of contacts/follow-ups directly tie into my goals?

1) Networking is truly a numbers business...the more with whom you share, the bigger your business will become.

This is a very basic concept but SO MANY FAIL TO REALIZE IT!

b. Here are some relationships which are only given based upon my experience of associates (understanding, of course, that everyone has different talents so these differ based on a person's talents and abilities):

	<u>Sign up Ratios</u>
New Associates:	10-20%
Trained - 6 months into it:	20-40%
Seasoned (2-3 yrs) with personal development training and listening skill training:	50-70%

* Cold telemarketing (i.e. buying leads) is not included herein. Those numbers are in the 1 out of 1000 range or .1% even by the most experienced marketers.

c. Using the above basic assumptions on results, here are some numbers to tell you how sign ups will impact your dollars earned: (assume a 40% fall out after 6 months which I believe is conservative with the Team Bonus structure assuming you are growing your business maximizing the Team Bonus):

# of sign ups <u>Per Period</u>	<u>Per. 1 Total</u>	<u>Per. 2 Total</u>	<u>Per. 3 Total</u>
3	\$115	\$170	\$540
5	\$210	\$350	\$650
10	\$485	\$1050	\$1280

*Assumes 50% All Stars, 50% Consumers

Sorting: Getting Business builders in your organization will have a major impact on your business so if you present the business

opportunity, you are going to experience faster income growth than that set forth above.

Income by Leadership Level: Residual Income can differ based on how balanced your business is, but the following chart reflects the results from 2007. These numbers are not just residual but average total income paid per Leadership level.

	<u>GPV</u>	<u># of Assoc. Ordering 100</u>	<u>Range of Residual Income 2007</u>
Regional Director:	1500	15	\$ 1,121-7,379
National Director:	6000	60	\$ 4,767-19,054
Executive Director:	20,000	200	\$ 19,115-55,006
Presidential Director:	60,000	600	\$ 49,840-\$1.5 mil

Applying this to your business, if you are signing up 20% of the prospects you talk to (and you should track this to find out what your ratios are), then to get 10 new associates per Period, you need to talk to 50 people (or 2.5 per day for 20 business days in a Period).

4. 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, 2010."
- 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

5. 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!

6. Know the results of your goals/the consequences of not meeting them.

Fill out the attached sheet and keep it available.

7. Make the connection with your BELIEF SYSTEM

The link between optimism, responsibility and goal-setting is crucial to stop the disconnect.

NOW, you are in the top 3%!!

Success is the progressive realization of a worthy goal!

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. _____

90 Day Mannatech Challenge

Our Mission is to Inspire, Promote and Celebrate Excellence!

Day 55: Be Optimistic

Optimism is the attitude of champions, the fuel of hope, the enemy of despair, the creator of your future. Developing and strengthening this dynamic life skill is one of the most effective ways of adding to your personal power. Optimism is the general disposition to expect the best possible outcome or dwell on the most hopeful aspects of a given situation.

It is a positive and empowering rational attitude toward our individual and collective possibilities. It is the belief that our future will contain desirable outcomes. Optimism and pessimism affect your entire worldview. Your whole approach to living is either empowered or neutered depending on which style of thinking predominates. The principles of optimism provide keys for unlocking your full potential.

A dynamic optimist cannot be stopped, spooked, pushed aside, or bullied.

An optimist will respond to all obstacles, all attacks and setbacks with calmness, determination and a creative, problem-solving attitude.

Tenacity is essential when you encounter setbacks on the way to any goal. An optimist learns from the setbacks and then they try a different approach. In contrast, pessimists throw in the towel, concoct an excuse, suck their thumb, and succumb to depression and apathy. Optimists direct their thoughts and actions towards constructive problem solving and purposeful activity. Optimists do not stagnate in the distraction of pessimism and worry.

Now we all experience negative events in life but the real difference between optimist and pessimist is that a pessimist takes less action to prevent bad things from happening. And when negative events do occur, they make them seem so much worse by thinking persistently negatively and helplessly about them. Optimism forms a core part of emotional life expansion. If we wish to live effectively we will have to root out self defeating pessimism, replacing it with a rational active form of optimism. Becoming an effective optimist requires more of us than putting on a smile and telling ourselves that everything is going to work out for the best.

In saying you are an optimist you are saying more than that you expect life to get better. See optimists go beyond holding certain beliefs about the future. They also display certain attitudes. An optimist attitude allows you to remain optimistic during uncertain times. Transfer the negativity of any situation into opportunities for growth, progress and achievement. No matter how realistic and rational we are, we have no choice but to focus our attention and attitudes. Optimists choose to focus primarily on thoughts, events and interpretations that induce joy, encouragement, pleasure, and constructive activity. Effective optimism requires understanding the part that we play in bringing about the results we want. An optimist realizes that goals

and excellence can only be achieved through personal effort. Wishful thinking cannot substitute for active pursuit of the life we want. Taking responsibility for our actions and attitudes requires a strong sense of purpose. Without a clear vision of a destination, we will find it very hard to get anywhere.

Now this world is filled with infinite possibility. We can achieve almost anything that we can conceive. Yet, we will move forward only by turning our goals into practical, rational responsible thinking.

This kind of thinking will naturally generate productive activity. Through their positive activity in the communities, the business and personal life, optimists believe they can create a better tomorrow.

Your challenge today: It is imperative that you cultivate a climate of optimism throughout your life because it is a powerful competitive weapon that works. You must expect that great things will happen to you today. You must expect that doors will open, the right people will present themselves, and that you will make rapid progress through out the day. Remain optimistic that every goal you set will soon become achieved and then do everything you can to demonstrate that belief through relentless goal directed activity.

There will never be a day in your life that does not require DEDICATION, DISCIPLINE, PERSEVERANCE, and PERSONAL INTEGRITY.

Each step you take will either draw you closer to your goals or further away.

Notable & Quotable



"When you learn, teach. When you get, give!"

Maya Angelou