

## **2009 Goals #3: Make Your Goals Work**

### **Monday Call, December 21, 2009**

- Have you watched the stock price lately? up 70% last week
- Are your Goals Done?
- Home for the Holidays - You are warmly invited to spend some time with us as we enjoy a "Holiday Homecoming" celebration. Tuesday at 7:30 PM CST - Mannatech Corp offices or [www.mannatechlive.com](http://www.mannatechlive.com)

#### **Ten Steps to Make Your 2009 Goals Work:**

1. **Design** your year with the end in mind; focus on specifics
  - a. What results are you committed to? Exercise:
    - 1) Review your goals for 2010 (as outlined after Dec. 14 call) and limit to ten most important to you
    - 2) Rewrite each of these ten in very specific terms (i.e. I am a National Director with 8500+ of Period GPV with 3 Regional Directors underneath me in separate legs)
  - b. The more you “stoke” your desire, the more it will grow to be consuming, obsessive, pulsating and burning.
  - c. If you have problems focusing, then start with the goal: Is it really your goal or someone else’s for you? Why is the goal important to you? Is it a big enough “why”? What are the consequences if you do not achieve it? SHARE these on call
  - d. ***“Goals are not absolutely necessary to motivate us. They are essential to really keep us alive.”*** Robert H. Schuller
2. **Dream**. Set aside 30 minutes each day to dream. Build your Dream Board
  - a. Nothing is stronger than a dream to pull you into the future.
  - b. Visualizing is realizing. Take a camera and take pictures of your top 10 list (or what their coming to fruition would look like to you). Build a dream board just for 2009...add the Incentive if you chose it.
3. **Read** 20 pages of a good book every day.
  - a. Look at your list of top 10 goals; choose the most important one and find a book that would help you realize that goal. Absorb the author’s knowledge and apply everything you possibly can. Use reader’s form attached.

- b. Also, look at your “To Be” list...derived from your analysis of your need for certain leadership characteristics and find a book to support each one of those traits.
  - c. Go to the next goal on the list and do the same thing.
  - d. For 2010, I commit to a monthly book club to drive your business! Will post on Mannatrain and review at last week of each month.
4. **Plan** your work and work your plan
- a. One of my favorite sayings: Failure to plan is planning to fail. Quakers have a saying: “When you pray, move your feet” Have a written plan - 12 month calendar, include pivotal dates for accomplishing tasks. Work the Daily Dozen; perfect the 4 Core.
  - b. Read, dream and work your business. Focus on **accomplishment**, not activity...results not time. “Busy, busy, busy...doing what???” Don’t get caught in the gristmill in 2010!!
  - c. Each night ask - what are the most important things to accomplish tomorrow? Build on TO DO list and schedule them as priorities. Be-Do-Have....don’t forget a daily “To Be List”: list the criteria for great leadership and choose your TO BE list
  - d. ***“Many people fail in life, not for lack of ability or even courage but simply because they have never organized their energies around a goal.”*** Elbert Hubbard
5. **Spend less** than you earn and invest the difference: 80-10-10 RULE
- a. One of my favorite books  
 “The Richest Man in Babylon” by George Clason  
 Seven principles:
    - 1) Start fattening your purse (10% of gross is SAVED)
    - 2) Control your expenditures
    - 3) Make the gold multiply
    - 4) Guard your treasure from loss
    - 5) Make your dwelling a profitable investment
    - 6) Insure future income (multiple income streams)
    - 7) Increase your ability to earn
  - b. Simply, it is not how much you earn but how much you keep.
6. **Manage** your drive **time** wisely (in fact, all your time)
- a. Pick one of your goals or “To Be” list items: then find some audio tapes to support that goal/characteristic.
  - b. If you want to earn more then choose to learn more...list activities

for personal and financial growth to which you are committed. Commit to listen, apply and grow as this new knowledge becomes a part of the very fabric of your mind. (Again, readers form attached).

7. **Take action**; always move toward your Goals
  - a. It is harder to get into action than to stay in action. So just get started! As NIKE says it, JUST DO IT!
  - b. With every decision you make this year, ask this question: “Will what I am considering drive me closer to my goals, or push me further away?” Analyze your everyday behavior: look at your commitment to take unproductive action and see what drives you. Choose otherwise.
  - c. Make sure your behavior is consistent with your desired results.
  
8. **Believe** in Your Future
  - a. “The Magic of Believing” Claude Bristol here is a quote: *“Just believe that there is genuine creative magic in believing - and magic there will be, for belief will supply the power which will enable you to succeed in everything you undertake. Back your belief with a resolute will and you will be unconquerable.”*
  - b. Set aside some quiet time to really focus on what limiting beliefs you have (you may need to go to a Klemmer Personal Mastery seminar to really do this...what you don’t know you don’t know could be totally sabotaging your life). Things holding you back are “I don’t have enough time”, “I always have such a hard time \_\_\_\_\_”, “I can’t ever seem to get ahead.” Etc. Then find evidence that each of these beliefs is not true!
  - b. View “The Secret” every day until you get this principle down.
  - c. *“The future belongs to those who believe in the beauty of their dreams.”* Eleanor Roosevelt
  
9. **Persist**: fully grasp the concept of Sheer Persistence
  - a. To maintain momentum, you must develop mental toughness.
  - b. To develop mental toughness means
    - 1) minimize the effects of discouragement.
    - 2) turn every negative into a positive.
  - c. Persist, persist, persist and let the good old law of averages work for you!
  
10. **Build** a **support** team/and an accountability team

- a. Nothing is more powerful than building a support team around you by sharing your goals and getting others to “jump on your bandwagon.”
- b. Find a mentor/accountability partner and build regular weekly times to talk, share and get honest open feedback. This is critical to get you off any place where you are stuck. DO NOT find someone whose “need to be liked” limiting belief runs their life.
- c. Build a team, mastermind group, etc.; all of these are ways to make this work.

### **You Are Not Done With 2009 Yet....**

- a. Get rid of some of those zeros with a year end letter...  
“Renew Your Commitment to be Proactive about your Health.”
- b. Send your Christmas letter out to ALL people on prospect list or new associates. Or use MJH year end letter (which is attached).
- c. Thank your Leaders appropriately. Example: Send out a 2010 calendar to your leaders in 2009
- d. Never (and I mean NEVER) stop prospecting! Build your hopper to get yourself ready for the 2010 Incentive! One idea: Attack with an OsoLean Plan of Attack...weight/fat loss is top priority for most in January. Another: Just One Meal per day...using the new brochure.

## Book Review Analysis

Name of Book: \_\_\_\_\_

Date: \_\_\_\_\_

Chapter reviewed: \_\_\_\_\_

In my own words, what was this chapter about? \_\_\_\_\_

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How do the ideas and principles of this chapter apply to my life?

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In applying some of this knowledge to my life, what kind of changes can I make in my life to support me growing into a better person? A better mate? A more successful professional? What habits am I replacing?

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# MERRY CHRISTMAS AND HAPPY NEW YEAR!



2009.... What a year we have had! The year kicked off with us in an economic nightmare. We saw the largest bailout package ever passed in November of 2008, to attempt to save our financial institutions, and thus, our economy. The headlines predicted that this would be a greater depression than the Great Depression.

Well, looking at the Christmas lines, the full restaurant parking lots, the less than 10% unemployment rates, most of our retirement accounts regaining 70-90% of their value, the banks getting back on their feet and repaying the government billions of TARP funds, we truly have been blessed.

Yes, we have a ways to go, and many still are without employment, but the progress has been astounding from whence we came.

So too with Mannatech. We have had some tough times over the past few years...and this "Joseph Company", this Company of provision, has weathered all the storms. It is truly a company of destiny. We continue to bring health to the masses, and solutions to people's lives. A job loss is nothing compared to the loss of health. For without health, we truly have nothing. Here are some of the highlights from 2009, which touched my heart and I hope will touch yours also.

1. In January, a study was published showing the impact of Ambrotose® on the bacteria in the gut. This began as the research that last year won the top prize at Scripps Institute's Annual Natural Supplements Conference. The study found that "human gastrointestinal bacteria, which provide extensive benefits for their host, largely rely on plant polysaccharides as their energy source." What is our Ambrotose®? Yes, those plant polysaccharides. They also found that these polysaccharides are largely indigestible by enzymes.
2. In April, a new double blind placebo study on the impact of Ambrotose® on brain function was published. Wow, this was special to see how Ambrotose® increases brain function including memory. The babyboomers of the world should jump for joy and rejoice over the ability now to have a higher quality of brain function as we age.
3. In September, we had our first new product of the year come out: Essential Source Omega 3's. For many of us, we have been taking Omega 3's for years, knowing the critical importance of these "essential" fatty acids for our diets. Mannatech has developed one of the best in the market place and I suggest you seriously compare what you are taking today to get the cleanest and most complete product you can. We are proud to have a company that acknowledges this critical supplement to meet this extreme deficiency in our diets.
4. The Jenner Institute International Symposium on Glycobiology. In September, we saw our Chief Science Officer head to Belgium to join Dr John Axford in the presenting of two papers on the impact of Ambrotose® in the human body (immune system and genetic make-up). These

papers are now on their way to being published in major medical journals, and then we can truly spread the new developments with everyone worldwide. Never before has a nutritional supplement shared that kind of attention and recognition at such a prestigious medical conference.

5. In late October Mannatech successfully purchased the trademark and the formula/process for the product Manapol, one of the first products Mannatech ever carried, and a predecessor to our now world renown Ambrotose®. We historically purchased this product from Carrington Labs and with this transaction, Mannatech has guaranteed the protection of our ingredients and our history as we move forward in the 21st century.
6. In November we had another new product introduced: Phytobursts™!! What a product! Every bite and I look at that list of ingredients from so many sources of healthy fruits and vegetables. This is a parent's dream come true: to get all of these natural vitamins and minerals into a child in the form and taste of a "Starburst". My grandkids are having the time of their lives. I worry that their entire diets will consist of Mannabears™ and Phytobursts™!!

And finally, we have ended our year with a great change over in the management team at Mannatech. Wayne Badovinus, an incredible man with great corporate executive background, came to the Company over a year ago. His background which was totally outside the nutritional and networking industry did not help him develop an understanding for all we are and do. So, just in the past month, he resigned and the Company selected two men internally to serve as Co-Chairmen, Dr. Rob Sinnott, and Steve Fenstermacher, both of whom are outstanding people with incredible hearts and commitments to this mission we are on. We are so blessed to have them in these new leadership roles, and look forward to their tremendous leadership, and refocusing our company on the greatness of our Ambrotose and what it represents as one of the greatest breakthroughs in health.

So, as we take the next step in our lives, entering a new year of 2010, we truly can feel so blessed. We have a great future to look forward to for our lives, our health, our nation and this world. Share the Gift of wellness and you will continue to bring joy into your life as well as the lives of others. A heart of thankfulness and a heart of giving will always be a joyful heart!

Merry Christmas to all of you and here's to the happiest of New Years!!

Love,

Merri-jo