

Goal Setting #4: Strategic Plan...
Now Take Consistent Action!
Monday, December 28, 2009 Call

- NEW Pathway to Presidential Class starting beginning of February. Details coming soon.
- Replay of Mannatech's - Home for the Holidays - http://www.mannatechlive.com/video_archives.php?videoname=TNL1222
- New OsoLean™ Special

"The one thing that separates winners from losers is winners take action."
Anthony Robbins

1. Taking action is not good enough: take focused and directed action
 - a. Focus: truly one of the missing links in many peoples' lives
 - 1) Don't be a DOPE:
one who Doesn't Organize, Prioritize and Execute
 - 2) Read "The Power of Focus" and take time with each chapter
 - 3) Use the "B-ALERT" system (see attached)
structure and planning will overcome your lack of focus
Daily Dozen includes operating off a To Do List
 - b. Directed: What kind of action
 - 1) Build yourself a business plan for daily/weekly action
What business do you know of that does not have a business plan?
Failure to plan is....a plan to fail!
We will discuss the MAP
 - 2) Use a 1-3 month Business Action Plan
(as attached) REMEMBER, stick to your daily dozen
Plan: more exacting as to specific action planned with specific people, events, activities
2. The Key to All of this Vision, Goal setting is for you to tap into your emotions/heart
 - a. We are emotional beings: our emotions control us in many ways
Tap into them through the purpose statement, through your goals, through your vision of your life.
See how networking is going to bring you what you desire.

Believe in it with your heart.

Passion: unshakeable faith, a full-blown commitment,
unconditional love for your life

Source of passion is your life's purpose

b. How do I keep this emotional high I have achieved through the
goal setting process?

Will it not fade with time?

Will I not get discouraged?

Will I not feel "it will not work."?

(or is it me who is not working...)

The Ways to Support Your Passion

1) Visualization:

This is why we do dream boards, treasure maps, etc.

A picture is worth a thousand words.

Your greatest fear becomes your greatest reality.

Fear is an instinctive self-protection device.

Overcome fears by visualizing results.

2) Green and Growing

Some people say education is expensive...to them say
they are overlooking the price of ignorance!

Our mind is what separates us from the other

animals...continue to invest in your mind, and I guarantee
the payback is phenomenal.

3) Your Accountability Partners and Mentors

What would your life be like if you were #1 in
Mannatech?

picture that and start working toward that!

Arrange your environment so that every single aspect of
it contributes to your achieving higher and higher levels
of personal and professional success.

Surround yourself with successful people! Positive
people!

Have role models of excellence you choose to
follow...select by character traits consistent with your
values.

3. Your Business Plan

a. Contract with yourself

Why?

Submit to upline and get it signed

b. Draft your Business Vision

This is your WHY. Draw a picture or find pictures representing your life 3 years from now (Dream Board)

c. Personal Vision Business Objectives

These are the goals you have set

Incorporate them into what your life looks like in 3 years, 5 years.

SMART

d. Mission Objectives

Break your goals down into specific bite size items

Ie What products

What system

Key leaders

Key regions of the country

Get clarity and focus

Not just shoot from the seat of the pants

e. SWOT Analysis...take this from Strategic Business Plan

Strengths

Weaknesses

Opportunities

Threats

f. Action Plan

Details on what you need to do breaking your Objectives down further

Example: Meal Replacement Program for January

Action Plan:

By December 30: Have business cards, buttons, t-shirt iron ons

By January 1: Have Ads in 4 local newspapers to run throughout entire month

By January 5: Start weekly webinars 2X per week on the Choose Health Now Program

By January 10: schedule national Support Calls weekly calls

Now you are ready...Just Do It!

Business Action Plan

Time Frame: _____

"Design your life by commitment and choice rather than have life designed by chance and circumstance."

| Dynamics | Action Steps (Time & Person) | Goals/Results Desired |
|----------|------------------------------|-----------------------|
| 1. | a. b. c. d. | 1. |
| 2. | a. b. c. d. | 2 |
| 3. | a. b. c. d. | 3 |
| 4. | a. b. c. d. | 4. |
| 5. | a. b. c. d. | 5 |
| 6. | a. b. c. d. | 6. |

B-Alert

A proven system for creating optimum balance

Blueprint

My strategic plan for the day. Priorities, appointments, projects. Review the night before or early morning

Action

Concentrate on the most important activities that will move you towards accomplishing your sixty-day goals.

Learning

Expanding your knowledge through reading, cassettes, video, mentors, courses

Exercise

Re-energize for thirty minutes

Relaxation

Eliminate daily stress. Nap, mediate, listen to music, family time.

Think

Take time to reflect on the day. Review goals, visualize, develop new ideas, use a journal.

Track your progress every week. Set up your own simple recording chart, as in the example below. At the end of each day take a moment to record your score; Circle any area that you miss and check the ones that you completed.

Date:

| Monday | Tuesday | Wednesday | Thursday | Friday | Saturday | Sunday |
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