

2011 Goals: Make Your Goals Work/Take Action **Monday Call, December 20, 2010**

**Last week of BP 13 – make your calls to supports downline in
Team Bonus and Leadership Level**

No Monday call on Dec 27th

Last week for Osolean 2 for 1 special

New Mexico price/other data

Ten Steps to Make Your 2011 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 last 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 2011...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 2011, I continue my monthly book review on Monday calls to grow your business.
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 2011!!
 - 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 2010 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.
- c. Thank your Leaders appropriately. Example: Send out a 2011 calendar to your leaders in 2010
- d. Never (and I mean NEVER) stop prospecting! Build your hopper to get yourself ready for the 2011 Incentive! One idea: Attack with an OsoLean Plan of Attack...weight/fat loss is top priority for most in January. Know about the new Give For Real Program coming out in January as well.

Book Review Analysis

Name of Book: _____

Date: _____

Chapter reviewed: _____

In my own words, what was this chapter about? _____

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

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?



MERRY CHRISTMAS AND HAPPY NEW YEAR!



2010.... What a year we have had! The year kicked off with us starting a slow but sure economic recovery. We still need more employment but that is always the last economic indicator to shift. We all can breath a sigh of relief that the prediction of a Great Depression never took hold, and we have lots to be thankful for in that General Motors is doing great, the banks are also recovering well (and paying back the government loans with billions of profits helping to cover a lot of the costs). So we are on a better track. The Stock Market has done remarkably well in 2010 as well, so the retirement funds are climbing back to normal.

Mannatech has also seen some significant change. We have refocused the energy of Mannatech to our core technology products: Ambrotose, Phytomatrix, AO, Plus, and all related products. Linda Caster has called us a Company of Destiny, a Joseph company as one of provision and this year we have taken this to a whole new level with the Give For Real Program. 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, it does not matter how much money you are making. Here are some of the highlights from 2010, which touched my heart and I hope will touch yours as well.

1. In March, the Company announced it was opening **Mexico!** This is so very exciting and has changed a lot of our lives over the past 9 months, recognizing the great need to help our neighbor raise up their economic plight, and to support them with a better approaches to health. It will also be the gateway to all of Latin America with Brazil opening in 2013. Many of us have spent weeks there and plan on being at the weeklong Grand Opening starting January 24th! Let us know if you have connections and we will support them as well.
2. In July, Mannatech announced the most exciting program I have ever been a part of: **Give For Real.** Social Entrepreneurship is truly reaching a new level of importance...whereby business entities are going to be deemed liable for "strategic malpractice" if they do not entrench themselves in a major social cause. And this is not through donations, rather developing a concerted plan to end a social injustice. Mannatech, utilizing the network marketing model, has built a vehicle to end childhood malnutrition (which kills over 5 million children every year) through a program that matches your monthly consumption of the core technology products with a contribution of the phytonutrient blend in Phytomatrix/Phytoburst Chews, insuring these children get essential nutrients. This will forever change the face of networking and allow Mannatech to stand out above all others with their passion and heart. Learn more by visiting: <http://us.mannatech.com/give-for-real.html>
3. In September, we had our first new product of the year come out: **LIFT**, our new skin care line that is truly "healthy food" for our largest organ of the body, our skin. Did you know your skin absorbs about 60% of everything you put on it? **LIFT** contains 3 glyconutrients including the active ingredient in aloe vera plant, 4 minerals, and over 30 botanicals. It is a simple easy to use system and costs only \$229! This group of 5 products lasts me over 3 months...I know everyone is different, but I love it and it makes a great gift.

4. In September, the company also announced that Mannatech has received the endorsement of the **International Sport Karate Association (ISKA)**. Remember, we pay nothing for endorsements. They gave three reasons why they endorsed the Mannatech products: (1) Their top competitive athletes on Mannatech products have been outperforming others for over five years; (2) the review of the contents of the products showed breakthrough technologies, only natural, healthy, ingredients none of which violated any anti-doping rules; and (3) the Board found that the officers and Board at Mannatech were of such incredible honor and integrity, they knew they would be a great partner. This is an awesome opportunity to get your local martial arts clubs started as well as any sports association.
5. We just located the website for the upcoming International Conference on Glycobiology to be held next year in Italy: <http://www.grc.org/programs.aspx?year=2011&program=glycobio>. It is always awesome to see the incredible recognition glycobiology is getting around the world since it is the foundation for our #1 core technology product, **AMBROTOSE**. Everyone is on board with understanding the need for these critical saccharides in our human diet.
6. We had a number of studies published this past year on the Mannatech products and their incredible impact on the human body:
 - a. **Impact** Dr. Allyn Byars (Angelo State University, San Angelo, TX), Dr. Susan Keith (Angelo State University) and their colleagues showed that a single serving of creatine-free EM•PACT sports drink significantly improved subjects' maximal oxygen consumption (VO₂max), time to exhaustion and percentage estimated non-protein fat substrate utilization [1]. This study showed a significant advantage over the top sports drink consumed in the market today (Gatorade). *J Int Soc Sports Nutr* 7:1-6.
 - b. **Ambrotose** Drs. Massimo Marzorati and Sam Possemiers (University of Ghent and ProDigest, Ghent, Belgium) and their colleagues employed state-of-the-art human gastrointestinal tract simulations and microbiological analyses to show that Ambrotose[®] complex and Advanced Ambrotose[®] powder exerted positive prebiotic effects. They also demonstrated the possibility of enhancing a specific phylum recently associated with body weight management. This could explain why some people have lost weight by just using the Ambrotose powder. *Int J Food Microbiol* (2010) doi:10.1016/j.ijfoodmicro.2010.02.030.
 - c. **Ambrotose** Dr. Talitha Best (Flinders University, Adelaide, Australia) showed, in a trial of 109 healthy middle-aged male and female adults, that Ambrotose[®] complex powder (4 grams/day for 12 weeks) significantly improved memory and improved psychological well-being. *Developmental Neuropsychology* 35(1):66-80.
 - d. **Ambrotose AO** In a 21-day randomized, double-blind, placebo-controlled crossover trial of 25 healthy adults, scientists from the University of Memphis showed that Ambrotose AO capsules significantly increased two measures of antioxidant capacity in the blood: oxygen radical absorbance capacity (ORAC) and Trolox Equivalent Antioxidant Capacity (TEAC). *Nutrition Journal*, 9:49. doi:10.1186/1475-2891-9-49. McCarthy CG, Canale RE, Fisher-Wellman KH, Bloomer RJ (2010) Effect of blended antioxidant supplement on resting and exercise-induced antioxidant capacity and oxidative stress. Presented at the American College of Sports Medicine's 57th Annual Meeting, Baltimore, Maryland, June 2-5.
 - e. **Ambrotose AO** In a five-week combined Phase 1 and 2 open label, forced titration dose response study of 21 healthy adults, physicians and scientists from Australia and New

Zealand showed that four capsules/day of the Ambrotose AO[®] dietary supplement appear to be safe and raised serum oxygen radical absorption capacity (ORAC) by 36.6%. This supports the idea that taking real food based anti-oxidants in higher quantities does not create a lesser response due to them counteracting each other as do other anti-oxidants where one must be careful in regulating intake. *BMC Comp Alt Med 10, doi: 10.1186/1472-6882-10-16.*

So, as we take the next step in our lives, entering a new year of 2011, 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. We are all now participating in the **Give For Real Program** through merely our monthly consumption on Auto Order of these core technology products. Your sharing with others only adds more children to the list of those lives impacted by your actions. Each new sign up and auto order is another child impacted. This is a WIN WIN WIN program that I pray is modeled throughout the entire networking industry so everyone can participate in this unique way, through this incredible model to live a life of greater significance.

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,

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