

# Plan: Choose 2021 is Your Year!

Monday, December 7, 2020

- Weekly Product and Business Meeting – 1<sup>st</sup> Saturday is live at 10 AM CT. <https://zoom.us/j/215452258> or [www.allaboutmannatech.com](http://www.allaboutmannatech.com): the others are prerecorded links that are text to you by 10 AM CT on Saturdays.
- Next TNL, Dec 15<sup>th</sup> at 7:30 Pm CT [www.allaboutmannatech.com](http://www.allaboutmannatech.com)
- Free Shipping on one-time orders of \$100 or more through December 31<sup>st</sup>
- Order Merri-jo's Book: "The Impossible Place" <https://www.mannatrain.net/order-materials.html>
- Wednesday Product Focus - PLUS

## 1. Build a 90 Day Plan (January 1-March 31)

a. Where did you get stuck?

What to do about it...

b. CLARITY is CRITICAL! "*Failure to plan is a plan to fail.*"

1) What is the area that holds you back the most?

# of contacts daily/weekly?

Sharing information?

Follow up?

Close?

c. DECISIVENESS is a pre-requisite. Make it NOW.

What is Mannatech to you? What do you want it to be?

More importantly, what are you **committed** to creating? see exh. 1

Watch your words out of your mouth...they determine your destiny!

## 2. Support Team

a. Who is on your "Support Team?"

Upline? Establish a relationship if available.

Downline? Best to have some downline join you...multiplies results.

Team of those agreeing to be accountable is SUPER.

b. Monday calls (Mj's, Roy's/Latrelle/Kremer's, and the Thuresons)

might be 1-2-3 of yours...not enough! Weekly Team Call with your Team.

c. Get 1-2 new business builders in December...build a Team

Everyone wants a better financial picture...and you have an answer!

d. Weekly support calls with Support Team: share daily activities and 90

Day Plans. "Being nice" is an option but not a criteria. Being tough is the

answer! First, tough on yourself. Do things you don't want to at the time,

but you know is exactly what you need to do to "make it happen." If you

fail to hold yourself accountable, you will never hold your team accountable.

e. Celebrate victories! No such things as defeats. Strongly hold each other to your 90 Day Goals! Action plans are required to get results!

### 3. SWOT Analysis

- a. This is an annual process, understand how we think
- b. Fill out the attached forms with your TEAM if you have one
- c. Adopt a game plan to overcome the Weaknesses and the Threats

### 4. Goal Setting

- a. Even with the SWOT and 90 Day Plan, still work out your GOALS as the 90 Day Plan is just for your business/actions for 90 days. If you fail on first 90 days, the long term will be mightily affected.
- b. Need SMART goals for Multiple Categories...stay balanced in your life
  - 1) Intellectual
  - 2) Physical
  - 3) Financial
  - 4) Spiritual
  - 5) Social/interpersonal
- b. SMART... All goals must be Specific, Measurable, Achievable, Risky, Timely
- c. If you have had trouble hitting goals in the past, be clear on the 1-5 top reasons Why? What will be different this time? Get help to overcome. Coaching/mentoring is major here.
- d. Along with 90 Day Plan Actions, review your Goals
  - 1) All Personal "I"
  - 2) Present tense
  - 3) Action verbs
  - 4) Brief
  - 5) Positive
  - 6) Again, SMART (specific, measurable, attainable, risky, timely)
- e. Share your GOALS with your Support Team

### 5. Be Organized/Strategic operations plan

- a. What is your plan? Systems work; "seat of the pants" does not!
- b. Office hours? Bookends Open your day and close your day the SAME WAY every day. Have your next day planed out before you close the day out.
- c. Leads folders with dates/use your 2020 calendar effectively
- d. Daily action plan...break out a routine
- e. Day-Timer...cannot emphasize this enough...Your roadmap to success.

6. Never forget about YOU...

- a. Honor your body, your faith, your family
- b. Honor your priorities in your schedule
- c. Financial Security is truly an issue in our world today...you have a solution with Mannatech!
- d. Remember, most people's #1 goal is *community*...and for 2021 even MORE IMPORTANT! The Mannatech community is an awesome one! Friends for life who are like-minded.

## Commitment Quotes

“Most people fail not because of a lack of desire but because of a lack of commitment.” Vince Lombardi

“Commitment is what transforms a promise into a reality.” Abraham Lincoln

“There’s a difference between interest and commitment. When you’re interested in doing something, you do it only when it’s convenient. When you’re committed to something, you accept no excuses; only results.” Kenneth Blanchard

“Commitment is the little choices every day that lead to the final results we’re striving for.” Anonymous

“Decide. Commit. Succeed.” Anonymous

“You cannot conquer what you are not committed to.” T.D. Jakes

“When confronted with a challenge, the committed heart will search for a solution. The undecided heart searches for an escape.” Andy Andrews

“Be committed to making your dreams a reality.” ATGW

“Without commitment, nothing happens.” T.D. Jakes

“The biggest commitment you must keep is your commitment to yourself.” Neale Donald Walsch

“There are only two options regarding commitment; you’re either in or you’re out. There’s no such thing as life in-between.” Pat Riley

“Commitment in the face of conflict produces character.” Anonymous

“Unless a commitment is made there are only promises and hopes, but no plans.” Peter Drucker

“The real value of setting goals is not the recognition or reward, it’s the person we become by finding the discipline, courage, and commitment to achieve them.”  
Anonymous

“The only limit to your impact is your imagination and commitment.” Tony Robbins

“Productivity is never an accident. It is always the result of a commitment to excellence, intelligent planning, and focused effort.” Paul J. Meyer

“The most important element in the failure equation is your personal commitment to keep trying.” Catherine Pulsifer

“Commitment means staying loyal to what you said you were going to do long after the mood you said it in has left you.” Anonymous

“There is but one degree of commitment; total.” Arnie Sherr

“Courage is the commitment to begin without any guarantee of success.” Johann Wolfgang Von Goethe

“You need to make a commitment, and once you make it, then life will give you some answers.” Les Brown

“Stay committed to your decisions but flexible in your approach.” Tony Robbins

“I don’t think that as a participant in life you cannot be committed. You either commit to mediocrity or commit to greatness.” Les Brown

“Once you have the commitment, you need the discipline and hard work to get you there.” Haile Gebrselassie

“Commitment is the glue that bonds you to your goals.” Anonymous

“To embark on the journey towards your goals and dreams requires bravery. To remain on that path requires courage. The bridge that merges the two is commitment.” Steve Maraboli

“You don’t get 100% results with only 50% commitment.” Anonymous

“There’s always a way – if you’re committed.” Tony Robbins

## **First 30 Minutes of Every Day**

1. Print off or copy schedule for the specific day from Master Calendar
2. Check voice mail/text messages on both work line (home line) and cell phone Log all messages and return calls that can be returned immediately. For calls that need to be returned later in the day put on your daily To-Do List.
3. Check Social Media Sites
4. Check Success Tracker for new associates to acknowledge your enrollers. The purpose of this is to see who you need to acknowledge and put that on your To-Do List. i.e. one of your brand new business builders signs up their first person you send them an acknowledgment.
5. Check and answer all emails that came in overnight (or those that were not reviewed the day before). Review, Respond, Delete. If there are any emails that you can not answer without research place on your daily To-Do List.  
  
\*\*\* Please note that checking and answering emails should be restricted to a specific time frame based on numbers received.
6. Review To-Do-List. Make sure that on the top of your To-Do List you have the things that you least want to do, and make sure these are the first things that you conquer.
7. Review To-Be List. Acknowledge and focus on the characteristics that you are committed to work on.

**NOW YOU ARE READY FOR YOUR DAY!**

## **Last 30 Minutes of Every Day**

1. **Check voice mail/text messages** on both work line (home line) and cell phone. Log all messages and return calls that can be returned immediately. For calls that need to be returned the next day, put on your daily To-Do List.
2. **Check and answer all emails** that came in during the day as well as Social Media posts. Review, Respond, Delete. If there are any emails that you cannot answer without research, place on your daily To-Do List.
3. **Review To-Do List.** Update for the next day. Cross off all items accomplished. Add any new items from day yet undone. Again, prioritize based first on “need to accomplish by” and second on items you least want to do.
4. **Review To-Be List** (can be part of To-Do List). Acknowledge yourself for actions, behaviors you undertook to build on character trait(s) you are choosing to work on. Commit 20 minutes a night to reading a good book, listening to a taped series, watching YouTube, in support of this character trait.
5. **Filing.** File all documents/information needing to be filed so desk is clear. During day, place any documents, letters, etc. that need filing into a “to be filed” bin so all these documents are clearly earmarked for filing at end of day.

**YOU ARE NOW READY FOR BALANCE  
IN YOUR LIFE!**

# 2021 Strategic Action Plan

## MY AUDACIOUS GOAL:

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### A. My Commitment: daily hours on MANNATECH activities:

1. Hours doing Mannatech (use schedule): \_\_\_\_\_/day

#### Prospecting: (70-80% of your time)

1. New names added to my Contact list: \_\_\_\_\_/wk

2. Calls to prospects: \_\_\_\_\_/day

3. One on One interviews: \_\_\_\_\_/wk

4. Three-way calls: \_\_\_\_\_/wk

5. Attend Meet ups/Zooms/Opp Mtgs: \_\_\_\_\_/wk

6. Enrollments (Customers/Associates): \_\_\_\_\_ / \_\_\_\_\_/mo

#### My commitment to my existing/future downline:

1. Contacts to help with Business: \_\_\_\_\_/day

2. Contacts regarding use of product: \_\_\_\_\_/day

3. Contacts for Meet ups/Zooms/Opp mtg: \_\_\_\_\_/wk

4. Scheduled meetings/3 ways: \_\_\_\_\_/wk

#### My commitment to Education:

1. Minutes listening to MP3s, etc.: \_\_\_\_\_/day

2. Minutes reading books: \_\_\_\_\_/wk

3. Minutes reading Mtech materials: \_\_\_\_\_/wk

**B. Strategic objectives:**

**Dates:**

- |                                       |       |
|---------------------------------------|-------|
| 1. Reach Team 2 by                    | _____ |
| 2. Reach Team 4 by                    | _____ |
| 3. Reach Silver Director by           | _____ |
| 4. Reach Gold Director by             | _____ |
| 5. Reach Executive Director by        | _____ |
| 6. Reach Silver Executive Director by | _____ |
| 7. Reach Gold Executive Director by   | _____ |
| 8. Reach Presidential Director by     | _____ |

To reach these levels, I need to find and develop Leaders:

Names of Actual/Potential Leaders:

**Actual:**

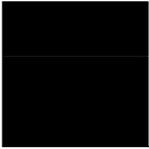
\_\_\_\_\_  
\_\_\_\_\_

**Potential:**

\_\_\_\_\_  
\_\_\_\_\_

**C. Prospecting Approaches:**

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_



# SWOT Analysis

**Strengths. Weaknesses. Opportunities. Threats.**

The key to building a true strategic plan is an honest self-assessment, for you and your business. What are your strengths? What are your weaknesses (be honest!)? These are both INTERNAL assessments – things you have control over. It's also important to assess external factors: the economy, new market opportunities, competition, the regulatory environment, etc. We call these opportunities and threats. The opportunities should align with Mannatech – the markets we see as potential, the consumer demographics we believe are viable, etc.

**Strengths:**

- 1. \_\_\_\_\_
- 2. \_\_\_\_\_
- 3. \_\_\_\_\_
- 4. \_\_\_\_\_
- 5. \_\_\_\_\_
- 6. \_\_\_\_\_

**Weaknesses:**

- 1. \_\_\_\_\_
- 2. \_\_\_\_\_
- 3. \_\_\_\_\_
- 4. \_\_\_\_\_
- 5. \_\_\_\_\_
- 6. \_\_\_\_\_

As you develop your strategic initiatives and action plans, think about how you can leverage your strengths and minimize your weaknesses.

**Opportunities:**

1.

2.

3.

4.

5.

6.

**Threats:**

1.

2.

3.

4.

5.

6.

## **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. \_\_\_\_\_