

# **Gratitude: Transform your Mannatech Business and your Life**

**Monday November 21, 2005 Call**

The Moon Palace Trip recap

The Thanksgiving Letter (use the News Release on Uganda)

1. How does Gratitude play a role in your Network Marketing Business

A. It is one of the Nine Unbreakable Laws of Network Marketing:

Law 3: the Law of Appreciation

1) This principle can Single Handedly Transform Your Networking Business (and Your Life!)

State of Being: You are either in a growth mode or a decay.

This Law is the same, it just applies to your attitude.

When you are in the mindset of appreciation, your life is increasing in value.

Appreciating your life=investing in your life.

An attitude of appreciation always means an increase in the quality of our lives.

Psychologist William James wrote, "The deepest principle in human nature is the craving to be appreciated." Appreciation needs to be poured into your downline, your product line, your prospects and your business.

2) Depreciating your networking business will cause a downward spiral in your income and your business.

The price of the blame mode is too costly.

People/companies make mistakes...the fact is you do to. Appreciate the efforts. Hang through the tough times.

Depreciation breeds discouragement, blame and negative thoughts.

How to recognize a Depreciation Mindset:

blaming, demeaning, complaining, criticizing

B. Marion Head, Presidential in Mannatech, wrote a book entitled "Revolutionary Agreements"

It presents a tried and true path to personal freedom.

3 Unifying principles and one of them is GRATITUDE: appreciating the gift of this moment

1) I agree to give and receive thanks

Trend at an early age to say thank you...many of us blank the natural cycle out of also receiving thanks.

Need to be good at receiving thanks and the rewards of your giving as well as giving thanks.

(as you sow so shall you reap)

2) I agree to see the best in myself and others

Belief in ourselves and our teammates lies at the core of a great network marketing organization.

Free yourself from self-judgment and empower others as well.

3) I agree to look for blessings in disguise

Stuff happens to all of us and will always happen...it is your choice how you view it, what your experience is around it.

Become aware and seek out the good in everything.

Example of the man who was robbed:

4) I agree to lighten up

Through it all, it is important to maintain a sense of humor.

Enjoying your moments and not taking life so incredibly seriously will contribute to expanded feelings of personal freedom.

Like a fine tuned fork, we attract like-minded, like hearted people to our organization and to our lives.

2. So, how do we increase the gratitude and appreciation in our business:

A. Affirmations on gratitude every morning

B. "Thank you" in writing and orally at every opportunity

C. Appreciation even when a prospect says "no"

D. Monthly certificates or recognition to all top enrollers in your group, and other mechanisms of appreciation/acknowledgment

E. Believe in your people as well as yourself. Believe in your team!

1 Thessalonians 5:18 "In everything give thanks: for this is the will of God in Christ Jesus concerning you."

