

**Gratitude: Transform your**  
**Mannatech Business and your Life**  
**Monday November 24, 2008 Call**

Last week of business period...close with a bang

Mannatech is closing on Wednesday so get orders by phone in by 10:00 p.m. CST Wednesday.

Where are you on the incentive? \$1000 winner? \$2000 winner?

Support calls tonight: 6:30 p.m. I Can Lose Fat Program 712-432-6060 – ID 941447

7:00 p.m. I Can Program 712-432-6060-ID 7334908

*“We can only be said to be alive in those moments when our hearts are conscious of our treasures. –Thornton Wilder*

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 mode.

This Law is the same; it just applies to your attitude as well.

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...a price you don't want to pay.

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,  
"Revolutionary Agreements"

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!
  
3. Five ways I can add gratitude to my life and feel better everyday of my life:
  - A. Choose your friends wisely. If you strive to be spiritually strong, supportive, empowering, intelligent, energetic, and positive, seek those characteristics in others.

B. Help your friends cultivate gratitude. Before you say anything about a friend's situation, remember that everyone's situation is unique. I've seen it happen to myself and to my friends. They'll be perfectly happy until someone tells them they're being mistreated. Suddenly, they're upset.

C. Give the gift of gratitude to your children. Help your children to be satisfied with the simple things while giving them the innate power and ability to achieve whatever they want in life...by living in such a way yourself.

D. Say "Thank You." Whom in your life do you appreciate? Let them know, whether it's your mom, your kids, your friends, your husband, your child's daycare provider or the helpful woman behind the cosmetics counter.

E. Be mindful of the little things. Today, strive to be aware of all the aspects of your personal, professional, and family life for which you are thankful.

“Develop an attitude of gratitude, and give thanks...” Brian Tracy

“God gave you a gift of 86,400 seconds today. Have you used one to say “thank you?” William A. Ward

“When eating bamboo sprouts, remember the man who planted them.”  
Chinese Proverb

“As we express our gratitude, we must never forget that the highest appreciation is not to utter words, but to live by them.” John F. Kennedy

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