

Have You Found Your Voice...
So You can Inspire Others to Find Theirs?

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- The next TNL –November 27th at 7:30 PM at Mannatech Corporate or www.allaboutmannatech.com
- 2019 Planners coming soon – you can preorder on <http://www.mannatrain.net/new-2019-planner.html> - Shipping first week in December...
- Keep an eye out for the black Friday schedule coming out this week
- Watch for Sona on FB Live for a special announcement.

Article by Todd Eliason

1. Greatness lies within all of us
 - a. Stephen Covey recognized this when he wrote his first book, "The 7 Habits of Highly Effective People" Even though the world is a very different place, the principles in the book still apply today!
 - b. In 2005, the author interviewed him about his then new book, "The 8th Habit: From Effectiveness to Greatness"...inspiring others to find their voice
2. What spark in Stephen Covey caused him to write this new book?
 - a. The shift from the industrial age to the knowledge worker economy has become so profound. No longer is being effective as individuals and organizations enough in today's world.
With our new era, people will be required to build on and reach beyond effectiveness.
 - b. *"The call for this new age is for greatness and a longing to gain fulfillment, experience passion, and to contribute to society."*
 - c. To reach these higher levels of human genius and motivation requires a new mindset, new skill set, a new tool set. The 8th Habit is about finding our voice while helping others find theirs.
3. What changes are we talking about?
 - a. Products: in the 20th Century only 20-30% of value added goods came from "knowledge work." Today, 70-80%.
 - b. Industrial age practices suppressed the minds of workers, the release of human potential. In fact even today (2005) Covey found the average worker's success was tied directly to someone else believing in them more than they believed in themselves. Also, virtually everyone agreed that the average employee had a tremendous amount of talent, capacity, passion, intelligence and creativity that was un-tapped in their current job.
 - c. Employees were alienated, and there was so much compartmentalization and lack of trust, disempowering them as well as resulting in much frustration.

4. How does "The 7 Habits..." book interact with "The Eighth Habit"?
 - a. The 7 Habits are general truths, even more critical today, about being highly effective: Proactivity, Taking Responsibility, Beginning with the End in Mind, Put First Things First, Thinking Win Win, Seek First to Understand...then to be Understood, Synergize and Sharpen the Saw.
 - b. To find your voice as well as having a unique calling to inspire others to find theirs is a whole other dimension.

5. How does this fit in the Direct Selling Industry?
 - a. Frustrated people feeling used and unappreciated, underutilized tend to be the ones looking.
 - b. People who are looking for some kind of entrepreneurial endeavor due to disenfranchised, having their spirit broken at the JOB. In search of showing their passion towards a greater good.
 - c. Direct selling helps affirm these peoples' worth and their talent. These are people trying to find their voice.
 - d. The company needs to not only have a good compensation plan but also have a cause, something serious that feeds their soul. Meeting a human need like supporting malnourished children is exactly that kind of cause/value. Financial success is a secondary success...primary is character and contribution is the primary success to earn peoples' attention.

6. What are the four dimensions that make up the "Whole-Person Paradigm" of Covey's book.
 - a. *"The Fundamental reality is that human beings are not things needing to be motivated and controlled; they are four-dimensional body, mind, heart and spirit."*
 - 1) The **body** basically deals with the physical and economic side.... your health, your physical intelligence, as well as your economic well being...wealth and success, which gives you freedom with family and causes that are important to you.
 - 2) The **mind** has to do with the development of one's talents.
 - 3) The **heart** deals with our natural inclinations and passions.
 - 4) The **spirit** has to do with the meaningfulness of the product or service you provide and how it meets a human need. It has to do with total integrity and a level of peace in your conscience.
 - b. Peace of conscious is so much more important than peace of mind...as it gives you a sense of calling. Covey believed that we all are in search of our calling...our work we were born with to carry out...our voice.

7. Finding your Voice versus Finding your Why
 - a. Very much the same, for people need to know even in their entrepreneurial business, what is the reason...what are they accomplishing through it. Listen to the person to find out what really is their top reason to be growing the business.

b. Habit #5 in the "7 Habits..." book gets into this issue: you need to get into the heart and head of people by not trying to promote your motives on their behavior so you really do tailor and individualize your approach.

8. Secret to overcoming Fear as someone perhaps just gets started

a. It is not the absence of fear. It is the acknowledgment of having something so much more important than fear. If you have a sense of your calling...the fear will subside and your purpose/calling will be so much greater.

b. As Susan Jeffers tells us, "Feel the Fear and Do it Anyway"