

Hear From a Gen Y Leader
From Teacher/Coach to Millionaire
Network Marketer
Monday Call, February 8, 2016

- TNL – February 9th at 7:30 Pm CT at Mannatech Corporate Offices or www.mannatechlive.com - Be there or online to take advantage of the special promotions
- Mannafest April 6-10 Dallas Texas... Plan to be there - <http://mannafest.com> - New speaker announced – John Addison
- RE-VIVE...only 5 days left!! NOW OR NEVER!...For Scripting info for your Revive listen to: <http://mtex-shared.s3.amazonaws.com/FlightTeam-calls/12-3-15-FligtTeamCall.mp3>
- Check out the Mardi Gras Mask Promotion in the resource library
- Last week of BP... Make it a great BP... use the promotions available

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Article in Networking Times...Chris D. Estes: Be Intentional & Consistent

1. Background

- a. Gen Y'er, teacher and coach for 8 years in small town Kentucky
- b. People had talked to him about network marketing before...but he had a dream to be a coach, and "do it his way"....so 8 years later
- c. In 2008, a friend shared an opportunity to "
 - 1) "build a business part time"
 - 2) "to provide him in a short amount of time to have the choices and options he never would have with traditional employment."
- d. He had grown up in small Kentucky town. *Working hard* was a value his parents had instilled in him and his brother. (he believes the root of his success)
- e. When introduced to health product, he was into health and fitness so open to take a look.
- f. *Right away began to think of all the people who could benefit ...friends, family colleagues. How he could give them an opportunity, a chance, a real vehicle to have time and financial freedom.*

2. He had lots of doubts

- a. Could he be successful?
- b. Tons of excuses: no money, no time, never been in business before
- c. To DECIDE: he did a "life audit"...*assessed where he was and where he was going "If I kept following the same path, I was never going to have what I truly desired. I realized I was never going to be free--and that scared me."*
LESSON: **life doesn't get better by chance, it gets better by change.**

d. He used his "crutches" to his advantage. Example: he was so busy, so that meant he was in contact with lots of people all day.
He also recognized that this business is *all about personal development*, about growing and becoming more. All training is in place, all the support he needed.

3. Launch his business

a. Abe Lincoln said "Good things may come to those who wait, but only the things left by those who hustle!"

Kevin Durant: "**Hard work beats talent when talent fails to work hard.**"

b. He knew these two things:

he wasn't the most gifted, talented, smartest person

he also knew the smartest person doesn't win...*the most intentional person does!*

c. *He learned by DOING and made lots of mistakes.* "My mistakes shaped me."

His biggest advantage when he started was his energy and excitement.

Others could hear/feel my passion...which helped people get involved.

d. Some strategies he learned:

1) Encouraged everyone *even before they joined in* to make a list of people they knew, trusted and respected.

2) Question: "*If you were to pick a team to work with in business, who would those people be?* As a coach I always asked, Who is your dream team? Who are the winners? Who has influence? Who has a great attitude and personality?"

3) *Make the decision TO DO THIS.*

Your list helps provide the confidence that you do in fact have enough people who want something more than what they have, who may be looking for

(a) another stream of income, or

(b) more time freedom

"I knew a ton of candidates that were perfect for this business."

Query: Who isn't?

3. Busy dad? Can he still do this? His first year...

a. The busiest people in the world tend to be the most successful.

In network marketing, even moreso in that this is a people business: belly to belly, eyeball to eyeball, face to face. He feels technology is a place some people hide behind...

"Your phone or laptop may be a communication device, but it is not a connection!"

b. *Be a great listener...*listen for your point of entry to offer a solution. Focus on solving problems.

"If you don't share with people you love and care about, then shame on you."

c. At first, no one joined him. He was used to people doing what he said.

He heard wisecracks making fun of him and network marketing. This taught him to be tough! "*If you get knocked down 7 times, you want to make sure you get up eight.*"

- d. The person who sponsored him quit in his first year and tried to convince him to move to another company...??? And went after his leaders!
- e. An ice storm hit Kentucky in his 5th month, the business started falling off. "Is it worth it? Making all these sacrifices?"
Then he asked himself (come to Jesus talk), "*What's my I-Quit level?*"
His answer, "I don't have one. I'm going to do this until."

4. Building the Business

- a. *I talked to as many prospects everyday, getting in front of people, until it developed into a HABIT.*
- b. "My team saw me talking to people, getting in front of them, it started to duplicate."
That consistency created a lot of momentum.
- c. That duplication brought huge momentum especially after he left his job. He became the full-time person for his part-time people. He became a 7 figure earner after just two years in the business.
- d. *Teach people to multiply their strengths, focus on what they are good at.*
Then, delegate your weaknesses by bringing in TEAM members who are good at things you are not.
"We have everything we need to be successful."
- e. *If you don't know, learn how to be **intentional and consistent**.*
"There will always be some failures along the way; if you try something and it doesn't work, you just make an adjustment."
He created a big organization and a culture around that family comradery you typically see in any successful sports team.

5. Investing in self

- a. Always had mentors...from the very beginning he chose people who were successful in MLM.
He had a number of coaches, all successful in MLM and he first built a relationship with them and then asked if they would coach him.
- b. "Some of your greatest mentors can actually be people you never meet." He says this because their ideas are caught in tapes and books.
1st year: Jim Rohn's "*Building Your Network Marketing Business*" CD
He listened to it every day for 6 months.
"When you understand the rules of the game you're playing, you can figure out how to win."
Darren Hardy "*Making the Shift*" CD
Books:
 - "The Magic of Thinking Big" by David Schwartz
 - "The Compound Effect" by Darren Hardy
 - "Lead for God's Sake" by Todd Gongwer

His Book "A.P.P.L.E."

5 daily actions that lead to success in Network Marketing:

A: Attitude...each day choose to have a winning attitude

P: Prepare...every day be prepared; have a Plan for your day

P: Perform...everyday take action on the Plan

L: Learn...every day learn something new

E: Evaluate...every day evaluate your progress

"An APPLE a day will catapult you to success...are you committed? It is your choice...so choose well the destiny you will create. The world depends on it." Merri-jo