

"High Performance Habits"

How Extraordinary People Become that Way (Part 3)

March 16, 2020

- Weekly Product and Business Meeting – 10 AM CT. <https://zoom.us/j/215452258>
- Next TNL, March 24 at Mannatech Corp offices or www.allaboutmannatech.com
- Check out the 2 new videos in the Mannatech Library and Mannatech+ App – Cellular Communication and Innovators of Glyconutrition
- **LAST CHANCE!!!** 2020 Tax Class Tomorrow March 17th – Click here to register: <https://www.mannatrain.net/tax.html>
- Mannatech 3 Lap Mini Incentive - Where are you in the incentive for the second lap?
- MannaLive 2020 is coming right where you are! Stay tuned for more information!
- Mannafest 2020 Rescheduled for August 7-9
- Check out the new Immune System specials

Book by Brendon Burchard

This is 3 of 3 Parts: Sustaining Success

1. Beware of 3 Traps

"The fault, dear Brutus, is not in our stars but in ourselves." William Shakespeare-Julius Caesar

a. Beware of Superiority

1) "Lonely at the top" should not be so unless you create it. So many leaders get "full of themselves" and thus, separate themselves from their support team.

Leaders sometimes get so good that they forget what made them successful.

2) Antipractices: what derails you is thinking you are better than others, more important, more capable

3) What doesn't derail leaders:

Fear was not: they saw the fear and did it anyway...it fed them.

Competence was not: they raised their skills where lacking

Other people: leaders do not point fingers

Creativity: never run out of ideas and know where to find them

Motivation: success is something they know they have at their fingertips

Money or insufficient support: they accepted that they messed up vs. blame

4) *"There are two kinds of pride, both good and bad. "Good pride" represents our dignity and self-respects. "Bad pride" is the deadly sin of superiority that reeks of conceit and arrogance."* John Maxwell

5) Never lose awareness of others' contribution and powers. If you are not approachable you lose!

6) Where do these thought come from?

(a) Separateness (all isolation is self-imposed)

(b) Certainty

You cannot maximize your efforts by minimizing others.

"Author says he rarely has met a high performer who thinks they are at the top. Most feel like they are just getting started!"

7) You were a mess too so never forget that!

"Humility is a foundational virtue that enables many other virtues to grow."

b. Beware of Dissatisfaction

"Be satisfied with success in even the smallest matter, and think that even such a result is no trifle." Marcus Aurelius

- 1) High performers tend to be more satisfied.
- 2) Satisfaction must accompany striving for optimal performance. *"Those who are never satisfied are never at peace."*
- 3) Dissatisfaction can cause such high anxiety over making mistakes that your optimal performance is all but impossible.
- 4) Our normal tendency is to seek positive emotions and experiences. This enhances our learning and our ability for new opportunities.
- 5) Some leaders say "never be satisfied" mantra. It has little or no practical value. *"Seeking excellence and experiencing satisfaction are not mutually exclusive."*

Seek to be satisfied and just keep trying to make it better.

"to be satisfied striver rather than a dissatisfied curmudgeon. Being dissatisfied is going to destroy your influence with others. Bring joy and honor to what you do.

6) To help you on this journey:

- (a) Start journaling at the end of each day...write down 3 things that went well...write about blessings.
- (b) Get your group together once a week to talk about what is working
- (c) Start meetings by asking others to share one great thing that has happened to give team a sense of joy, pride and fulfillment.

c. Beware of Neglect

"If things are not going well with you, begin your effort at correcting the situation by carefully examining the service you are rendering, and especially the spirit in which you are rendering it."

- 1) Neglect like the others creep up on you. You don't say you are going to neglect family, friends, faith, other obligations...business blinds you. It is not what you do that unseats you from success, but what you don't do.
- 2) But I hadn't realized it was so bad "until"...don't let yourself get to that "until"
- 3) Most neglect can be categorized into two areas: obliviousness and overreaching.
 - (a) Obliviousness means you get so focused on one area that you are completely unaware of the growing problems elsewhere.

Bruchard asks people to organize their lives in 10 different categories: health, family, friends, intimate relationship, mission, finances, adventure, hobby, spirituality and emotion. Test your happiness in each giving each a ranking of 1-10. this exercise can be done each quarter to truly SEE where you are.

(b) Overreaching

Top performers are more disciplined at setting priorities for what to focus on.

When the focus wanes due to overreaching, so does performance. It is about going for too much, too fast in too many domains. Do you feel that way perhaps in all the options of prospecting??

"Slow down, be more strategic, and say no more often."

Slowing down means taking the time to care about your schedule.

2. The #1 Thing

"They are able who think they are able." Virgil

a. They have measured over a hundred variables in search of which habits matter most to high performers. After massive study, there is no factor more important than **CONFIDENCE**.

b. The more confidence...the greater clarity, energy, productivity, influence, necessity and courage. You are more willing to say NO and more sure of what to focus on.

"Becoming more confident is good for your health; it decreases burnout; and it makes you feel happy, willing to take on new challenges, and more fulfilled. For these reasons, I like to say that nothing correlates with confidence."

c. Where does that level of confidence come from?

"Self-confidence is the first requisite to great undertakings." Samuel Johnson

- 1) Thought about things that gave them more confidence
- 2) Did things more often that gave them more confidence
- 3) Avoided things that drained their confidence

d. The 3 C's of Confidence

1) Develop Competence

Belief in one's abilities in a specific task. Look at core activities in your business and rank yourself. Get feedback. Then, get to work to be your best.

"High performers are learners, and their belief that they can learn what is necessary to win in the future gives them as much confidence as their current skill sets."

2) Be Congruent

"Self-trust is the first secret of success." Ralph Waldo Emerson

To feel/be more congruent we have to be more AWARE!

Be conscious in crafting and maintaining your identity.

The core of our congruence is Q's on how we are really living our life, NOT just imagining it.

- (a) "Am I being honest with who I am?"
- (b) "Am I trustworthy - true to myself and others?"
- (c) "Do I practice what I think and preach?"
- (d) "Do I follow through on what I know of myself?"
- (e) "Do I take a stand when the world challenges who I can become?"

You see successful performers shape their identity by conscious will and have aligned their thoughts, feelings and behaviors to support that identity.

3) Enjoy Connecting

"You can make more friends in two months by becoming interested in other people than you can in two years by trying to get other people interested in you."

-Dale Carnegie

High performers love to develop influence with others. This does not mean they are all extroverts...in fact a recent study of over 900 CEO's found that just over half were introverts.

They all have realized the tremendous value in relating to others.

Through connecting with others we learn more about the world and ourselves.