

How do we Learn to Embrace Change?

Monday, March 26, 2018

- Are you registered for Mannafest 2018? An event not to miss. Register at www.mannafest.com
 - The next TNL March 27th at Ray Robbins House and streamed on www.allaboutmannatech.com. To attend in person, please RSVP to ccqa@mannatech.com to get address and access code.
 - Last week on BP 3. Last day to put in AO's is Saturday, March 31st... Monday April 2nd you can put in one-time orders and back date to BP 3 by calling customer service
 - Tax Advantages of a Home-Based Business Class on April 21st. Learn the many tax savings you can achieve with a Mannatech business including the updates from our New Tax Laws. Check your email on Tuesday.
1. Why is change important to tackle in network marketing?
 - a. It is important to tackle in life...especially today
Change is happening all around us...like it or not.
 - b. In Network Marketing it is also changing everywhere.
 2. Change is uncomfortable and scary for most people.
 - a. We tend to crave what is familiar...what's safe, stable, and known.
 - b. Fear of change is so deep with some, they even fear activity that would clearly improve their situation.
 3. Truth: Change is going to happen no matter what we do/don't do; it is inevitable
 - a. Change is a reality of life.
 - b. Why is it we resist? Fear of the unknown.
 4. People you talk to about Network Marketing
 - a. What if I can't do it?
 - b. What will people say?
 - c. I might be unhappy but at least it is a known. Rather than risk the possibility of things getting worse, or less stable, we often try desperately to stay where we are.
 5. Les Brown tells the story of a man who was walking down the sidewalk one day and heard a dog moaning and howling as he approached a home.
 - a. Don't we all lay too long on "the nails" in our lives (uncomfortable where we are, but not yet motivated enough to leave the familiarity of our present situation)?
 - b. What nails are you lying on? List them...right now. Don't let the sun set without finishing this task.

6. In addition to fear of the unknown, we resist change because we find security in routines that are familiar.

- a. We've become emotionally connected to an old way of doing things because we aren't convinced of the benefits of making a change,
- b. Or because we mistrust the source of the change (a parent, a boss, a particular politician, etc.).

7. Earthquakes can gently sway a building, causing a moment of excitement but leaving no damage—or they can level a city in a matter of minutes. The main determinant of the damage is the amount of fault slippage. An active fault that constantly moves will result in regular (sometimes daily), small tremors that gently move buildings. In other areas, there's great pressure building up at fault lines, but the shape of the fault and the composition of the rock resists the movement. As pressure continues to build over hundreds—or even thousands—of years, an incredibly powerful earthquake prepares to be unleashed—the kind that levels cities and makes worldwide news.

8. Change affects our lives in a similar way. When we resist change, we're like a fault that refuses to move. Instead, we allow incredible pressure to build until we can't resist the change any longer. Those changes feel significant, dramatic, and most uncomfortable. They're huge, unwelcome changes. Eventually, the new situation begins to feel normal and we'll likely desire to stay in that place, so we stay there until unbearable pressure creates the next major—and unwelcome—shift in our lives.

9. A healthier approach to change is to drop our resistance. Be like the fault that easily and regularly moves, causing small, manageable tremors in your life.

- a. Socrates wisely observed, "The secret of change is to focus all of your energy, not on fighting the old, but on building the new."
- b. *"We cannot become what we want by remaining what we are." -Max DePree*