

Major Key to Your Better Future is...YOU!

July 6, 2020

- Weekly Product and Business Meeting – Every Saturday, 10 AM CT.
<https://zoom.us/j/215452258> or www.allaboutmannatech.com
- Next TNL, July 14th at 7:30 Pm CT www.allaboutmannatech.com
- Final month 3 Lap Mini incentive... where are you?
- Have you joined E-Merge? Are you enjoying Andrew Leedham?
- 2020 Purge is coming July 18th - Instructions are in the library

Jim Rohn Presentation

1. *Here's the big challenge of life...you can have more than you got because you can become more than you are.*
 - a. What does this mean? Always be at work on YOU.
What are you doing every day of your life to challenge what you think you know, your fears, your challenges, etc."
 - b. Unless you change, you will always get same results.
 - c. Income does not far exceed personal development...unless you grow, your money will fall back to where you are.
Somebody, once said if you took all the money in the world and divided it equally amongst everybody, it would soon all be back in same pocket
2. *"Success is something you attract not something you pursue."*
 - a. Ask not what you are getting, rather what are you becoming?
 - b. True happiness is not contained in what you get rather what you become.
This is an unending challenge to see what you can become.
 - c. Basic Laws (come from the Bible)
Bible is a good textbook on how to live the better life...
the Bible is as practical as it is spiritual
If you look at your bank account and don't like it, check the Bible to see what's wrong?
3. Setting goals is hugely important
 - a. What is your current list of goals...
You don't have a list?? What?
"If you don't have a list of goals with you, I can guess your bank balance within a few hundred dollars." He (his mentor was Mr. Shobe...and he was right!
 - b. Age 25 before anyone taught me
This revolutionized Jim Rohn's entire life.
4. Diseases of attitude
 - a. Lots of things that can wreck your challenges of success.
You need to be wise and careful
 - b. Jim Rohn has expert experience on all these.

5. The Day that turns your life around...
 - a. Emotions are powerful for life change
they can either build you or destroy
 - b. Controlling them is powerful

6. He used to wonder why 2 people working for the same company and 1 makes twice the money
 - a. Is it more time?
This is dumb...can't get another person's time...everyone gets 24 hours.
 - b. Is it more value? YES
Value makes the difference in results.
1) First lesson in Economics: we primarily get paid for value...
bringing value to the marketplace
Is it possible to become twice as valuable in the marketplace? and bring 2x as much value in the marketplace?
YES, if... (Truman "Life is iffy...") only If you work primarily on yourself!
 - c. Make above average income by becoming an above average person.
 - 1) Develop an above average liking of people.
 - 2) Develop a great smile ability to WIN.
 - 3) QUIT looking for above average job, pay etc. without becoming an above average person!
 - 4) Learn to work harder on yourself than on your job!
 - 5) For things to change for you ...YOU have got to change.
Otherwise it will not change!
 - d. The tide comes in and then what? It goes out and then ...
It's been doing that for 1000's of years
When the sun goes down what happens...it then comes up!
Fall comes then what ...Winter
how long has that gone on?
How long will it happen?
Opportunity mixed with difficulty...that is not going to change
So, if that won't change, how will my life change?
WHEN YOU change!
The only way it gets better for you is when you get better!

7. 4 Major lessons in life...good to not major in minor things!!
Self-evaluate where are you spending your time!
2 key phrases:
Life and Business is like the changing seasons
You cannot change the seasons, but you can change yourself!
4 lessons (Learn how to manage the seasons...they come and go):
 - a. Winters. Difficulty...learn how to handle failures...they come right after success
Learn how to handle "winter because it comes after fall"
(broken hearts, economic winters, personal winters, etc.)
"Used to be's don't count anymore...
"You don't bring me flowers anymore"...a song of winter
Disappointments (winters) come...those are normal.
The Q is: How do you handle it?"
You can't get rid of January by tearing it out of the calendar

You can get stronger, wiser and better and that is how life can change for you!
"Don't wish for less problems, wish for more skills.
Don't wish for easier, just get better. Don't wish for less challenge, wish for more wisdom."

b. Learn how to take advantage of Spring...Spring is opportunities!
Spring follows winter...right after winter. How often...every year!!
Just as days follow nights, opportunity follows downfall.

"Learn to TAKE ADVANTAGE! Learn to do something with it"
You have to either get good with planting in the Spring or begging in the Fall.
Take advantage of the opportunities!

Beatles wrote "Life is so short..."

So, whatever you are going to do with your life get at it!

c. Learn how to protect your crops all summer...take care of what you start!
Gardens...weeds will take it away unless you PREVENT It.

All good will be attacked ...on this planet maybe not the next.

Every garden will be invaded...all values must be defended...family, friendship business, etc. Every garden must be tended all summer!

d. Learn how to reap in the Fall without complaint.

Take full responsibility for what happens to you...

it is one of the most critical traits of successful people

Maturity: don't complain!

We can blame...blah blah blah

Journal and look at all you blame...

family, company, economy, coronavirus, community, etc.

"How come you haven't done well up til now?"

Go through the list...govt weather, etc.

"Big problem with your list...You ain't on it!"

Make your list of excuses...tear it up and then get another piece of paper
and put your name on it!

"It's not what happens that determines the quality of your life because that happens to everyone... rather it's what you do that changes everything!"

What happens is the same...what's different is what people do in response!!

8. Ever hear of Murphy's laws

a. If anything can go wrong, it will

When it all goes away that is a killer!

At one time, you lose everything, and you are at zero..."now you can go so far
past zero...!!"

Disappointments are not just for the poor, everyone has it.

b. Blame on the weather...then I found out it also rains on the rich!

One guy stays in and the other says "Wow, what a great opportunity to go approach
people with my products...Why? 'Cause all the other salesmen are staying home!"

It is not what happens to you; it is all about what are you going to DO?

What are you going to DO today that is going to make a difference?

If you don't do something different, it is going to be the same!