

Kick Off 2021 1st Corporate Event!

Wrap Up

January 25, 2021

- Weekly Product and Business Meeting – 1st Saturday is live at 10 AM CT. <https://zoom.us/j/215452258> or www.allaboutmannatech.com: the others are prerecorded links that are text to you by 10 AM CT on Saturdays.
- Next TNL, January 26th at 7:30 Pm CT www.allaboutmannatech.com
- This week's Product Focus: GlycoCafe

Quote: *"If you want to change the world, measure a person by the size of their heart, not their flippers."* Admiral William McGraven (UT Commencement Address on YouTube)

1. Employees shared in a video at the beginning
 - a. How did it make you feel?
 - b. Great selling piece for those looking at MTech as Business; Share "Who is Mannatech" and then the employee piece! WOW! They will definitely want to be a part of this community! (to be played)
2. Al Bala
 - a. Vision is critical
 - b. Create your very best Year...as when you focus on that, you will eventually create your very best Life!
3. Stan Frederick
 - a. "Aspirations inspire you..." What are your aspirations? (for you personally, your loved ones, those around you and the world) Think big. It is your WHY!

 - b. *"Only those who attempt the absurd achieve the impossible."* Albert Einstein
 - c. We all have an innate desire to achieve more and more...what is your "Big Harry Audacious Goal?"

 - d. We need this in order to drive us and lead us!
 - d. How do you do this? *"the fire inside you must be so bright that the fire surrounding you is Never Felt!"*
And what stokes that fire inside? Belief, Determination, Worthy Goal
 - e. "Achievement of his own happiness is his highest moral purpose." Ayn Rand
Your destiny is yours to choose.
William Bryan Jennings: "Destiny is not a chance. It is a choice!"
 - f. One day at a time...this is how we grow our business. Need milestones to mark our progress. Ask, Seek, Knock....
 - g. "It's not the outer that counts. Credit goes to the man in the arena whose face is marred by blood and dirt..."

Highest triumph there is...

At the worst, when all fails recognize the WIN...You WIN whether or not you win in the ARENA.

"Know the triumph of High Achievement."

"If you shoot for the moon, you will always catch the stars."

Your destiny is in your own hands.

Stan was so awesome, inspiring...."Blank canvas and a brush...I can hardly wait to see what you create."

3. Landen Frederick

Value statements:

- a) We empower people
- b) We are family
- c) Power of wellness through science'
- d) Servant Leadership...lead by example.
- e) We're on a mission

4. Sarah Bowen

- a. Goal: 19 million served in 26 countries
- b. New Initiative in US and NA
- c. First Clinical Studies underway in Ecuador planned for this year!
- d. Uganda also joining in the Hope Program in February
- e. This year: we will finally build that playground in Costa Rica!!

6. Sona Van Der Hoop

- a. Will 2021 "just be another year for you?" Choose it!

The decision is yours to make.

YOU will determine if it is just another year, same old same old, or will it be SPECTACULAR?

- b. Year of the Chinese Zodiac: year of planning

Your choice: Make it spectacular or "just another year?"

Failure to Plan is.... a Plan to Fail.

- 1) Focused
- 2) Disciplined
- 3) On task
- 4) Doing the activities that move us forward
- 5) Better at time management...DMO

This sets you up for SUCCESS!

- c. What do you include in your Plan?

- 1) Rank Up
- 2) Income
- 3) Team Growth
- 4) Incentive Trip

- d. Bite Size: clear to have annual goals but break them down into 12 Weeks then each month, then evaluate week to week...stay on track for 12-week Goals. Your 12 Weeks add up to accomplishing your 1-year Goals!

7. Tim Altwater

- a. The pieces fit together: Specific actions aligned in a specific sequence to reach a specific goal: weekly product focus, timely product offers, Offer codes, etc.
- b. Marketing focus group
- c. New timely exciting offers
- d. Weekly AIM calls (action, incentive, mindset)
- e. Marketing tactics
- f. Business presentation
PowerPoint, who we are, amazing market place, STP...Team up and put together a great business opportunity piece to share
- g. Opportunity events: taking advantage of talking to anyone when the opportunity arises...like approaching Uber drivers (what MJ and Luciano did in last summer's event)

8. Achiever Club

- Recognition of those who won 24 month (receiving now a \$2000 getaway)
- a. Steve Hines: FCA
Focus on Activity today
Compete with yourself
Anyone can do this
 - b. Another winner; wanted to be a stay-at-home mom so could not work a full time job; her friend said *"Why not start a career in Glyconutrient science?"*
STP every day, develop good daily activities...
 - c. Commit to Win the Incentive and you will most likely be in Achiever's Club every month...winning even more prizes!

9. Money Makeover

- Recognition of all the winners and top three spoke
My favorite was the top winner: \$10,000
Ms. Malnam Joo
Asked what she is going to do with the \$10,000
reply: a Christian missionary friend had come upon really hard times so she has decided to give the \$10,000 to her!
Advice: Be Consistent and NEVER give up!

10. TruHealth Weight Loss

- Ashley Torian recognized the Winners
Top Winner: Peta-Anne Ackerman

11. Comp Plan Review

- a. Learn how to advise people to Grow their Businesses as well as how you should!
- b. Updated document in the Library was trained by David Wood
<https://cloud.mannatech.com/mtlibrary/123247542522158.pdf>
 - 1) "5 Steps to \$1000 per month"
 - a. Step 1: 1st Order Bonus:
getting 100 earning, earn \$25, etc.
 - b. Step 2: Build your Customer Unit

Your own order counts as well (for 500 total) so 400 from 1-4 other customers on auto order

- c. Step 3: Build Team 2 Earn Team 2 Bonus
Earn \$100 Team 2 Bonus
Sign up 2 Associates and help them get their 500
Do this in first month and get 2X the PSB (Power Seller Bonus)
- d. Step 4: Build out Team 4 (4 personally enrolled Associates who each form their 500 Unit (their orders plus Customers adding up to \$500) Earn \$250 (\$100 team 2 plus \$150 Team 4)
- e. Step 5: Help each of your Team 4 Build out Their Team 4 (you really start doing this as soon as you get your first Associates started)

Result: Earning over \$1100 each month!

BONUS: Fast Start Bonus has been extended for the TEAM as well!

12. 3 Star Platinums

a. Hansen Ma

Critical to bring people to Incentives! Bring along your TEAM!

Post Pictures and use these FREE trips to boost desire/commitment.

b. Julia Zhu

2021: Most important thing is to BUILD LEADERS

Book: **"Launching a Leadership Revolution"** by Chris Brady and Orrin Woodward

1) Leaders make you Re-markable and Re-placeable!

Five levels Of Influence:

- a) Learning: from anyone...reading books, go to meetings, mentorship from upline
- b) Perform: persevere through failure to find success
ABC method Act - Attitude Belief (and I could not find C)
- c) Leading: by example; expand your ability by expanding your team
people do what you do not what you say
Let others be in the spotlight
- d) Develop Leaders: Learn to trust your leaders
- e) Develop leaders who develop leaders: this creates a Legacy!

13. Ray Robbins

Talk to people: everyone everywhere...You have incredible gifts to share with people!

Attend this week's TNL:

6-7 pm CDT: Incentive Rules reviewed
Product Promo