

#1 Root of Failure: Lack of Clarity

Monday, January 27, 2020

- Next TNL, January 28th at Mannatech Corp offices or www.allaboutmannatech.com
- Your "2020 Mannatech Planners" have shipped. Will take orders through Jan 31. Updates on "Social, Mobile, Global!" <https://www.mannatrain.net/new-2020-planner.html>
- Ambrotose Life Family Special – 4 boxes for \$229. Savings of 35%
- Last Week of BP 1...Make sure no one is left behind. Use Success Tracker to make your calls

VISION 2020 this upcoming Weekend!!

Tom Beal, multi-millionaire marketer

Introduction:

"Lack of Clarity is the root of failure." This begins with things we recognize are easy to do BUT easier NOT TO!"

Examine everything you do in 1 month in your business you have "minimum wage activities" write them down everything you do related to your business in a given month. Why? Delegate them out to VA's (virtual assistants) because your time is too valuable.

FOUR QUESTIONS to answer in order to achieve success:

1. What do I need to start doing?
 - a. List all those things that will create new business
 - 1) Social Media Marketing
 - 2) Making minimum contacts every day
 - 3) Following up every day
 - 4) Nurturing/supporting downline leaders everyday
 - b. Choose **three** specific things that have potential to double or triple or 10X your business.
 - c. Set appointments with yourself. Be there for that. You are the most important in your business. Evaluate what you are doing and what you are not. Spend 1 hour per week for this.
2. What do I need to do more of?
 - a. Right now you may be spinning 100 plates. Evaluate all those activities...allow 80% to go, 20% will produce 80% of your results. 20% of those or 4 activities will produce 96% of your results.
 - b. What are those activities that will create 80% of your business?
 - 1) daily build on your list
 - 2) daily contact and invite
 - 3) daily share Mannatech products and business
 - 4) daily follow up and close

- c. Level deeper: What are the other 6 that will add 16% more results for your business?
Invest in YOU!
- 1) Set appts with yourself...those you tend to ignore! Why? You are the most important person on the planet.
 - 2) What activities will grow YOU?
- d. Take your calendar and place those on each day as TOP PRIORITIES
- e. Evaluate your unique abilities and develop or collaborate with other business builders/partners in regards to the rest.
- f. Take out your calendar and schedule those 4 Events plus Educational
- a. First, look at your day: fill in all the time slots with those critical action items. Allowing everything (phone beeps, phone calls, emails, twitter posts, FB posts/posting, etc.) to distract you from the IMPORTANT things to the less important will truly STOP you from all you want.
3. What do I need to do less of?
- a. Track your activity
 - b. Set your intent...quit wasting your only limited asset.
Dispose of those things that are wasting your life.
 - c. Find a VA or someone else to do all those activities that are not top priority.
Accountability for precise actions is the result of acting upon your Clarity.
 - d. Clean house: be precise in your planning for each and every hour you do the business.
 - e. Write down 3 things...activities you know will grow your business...
host a meeting, live podcasts, weekly Zoom Webinars, collaboration with 3-5 other leaders (so quit doing it (not doing it) alone).
 - f. Schedule these three things.
4. What do I need to STOP doing?
- a. Each day evaluate all the activities you are doing...
Hold yourself to be accountable. Video games, online surfing, social media, TV, drinking, smoking, fast food, etc. or other addictions.
 - b. Choose a PRICE to PAY if you disrupt your business day with these totally non-productive items.
 - c. Reprogram your brain so that you STOP justifying them as possibly productive.
 - d. CHOOSE Discipline...failure here will reverberate throughout your entire business life.