

Languaging in Your Sharing

Monday conf call 09/13/10

**Mexican Explosion –Pedal to the Metal Program Registration Deadline: Wednesday at 5 Pm CST – first webinar Wednesday 8 PM CST - More information on www.mannatrain.net/Documents/PTMRegistration.pdf
Tuesday Night Live – Butch Johnson and Chip Townsend 7:30 PM CST www.mannatechlive.com
ISKA Certification available on www.teammannatech.com**

Next Book: "The Power of Unreasonable People"

1. What do I say?
 - a. "Culture's need to look attractive in order to attract their tribe." For example, if have a young person, make it fun. Plan ahead if you know something about the new contact.
 - b. Determine the interest/need of your new contact: What could that be? Don't ever prejudge; you have many vehicles to find out. Examples: Using FORM, ask them questions about them...this is your discovery time (Family, Occupation, Recreation, Motivation/Mission); Use Discovery Section of Michael Oliver "Natural Selling" book
 - c. If you cannot tell, ask about how this recession is impacting them? "I read an interesting article the other day that suggests many of the jobs we lost will never come back; in fact it suggested that we will not get back to where we were for a very long time if at all, and we all need to prepare to take care of ourselves because of the impact on Social Security and Medicare. Did you ever think about that? How it might impact you and your family?"
 - d. Another possibility: "Imagine one day your boss says to you "Bad news, we're going to have to lay you off." But then adds, "But you know what, if you were to work just one hour every day, from five to six o'clock, Monday through Friday for no extra pay, we'll let you keep your job." What would you say? Absolutely. Then your boss goes on and says, "It is kind of bad news but there is some good news. For that one extra hour after three years, we'll let you retire...at full pay!"
Wow, what an opportunity, after three years you can retire!

Welcome to network marketing.

2. What if their interest is health?

a. The Council For Responsible Nutrition recently came out with the 3 pillars to good health: Good Diet, Take Safe and Appropriate Supplements, and Exercise

Is "Good Diet" possible today? Their suggestion is to do the best we can, acknowledging that even those of us eating 5-7 servings of organic fruits and vegetables per day, little or no processed foods, drinking mostly good water, STILL NEED supplements.

b. Sam Caster: "Mannatech has the most advanced nutritional technology in the world today."

"We all need real food nutrition; food is comprised of synergistic blends so just taking a vitamin/mineral supplement will not suffice. Mannatech has the exclusive right to the patented growing process which delivers plant based minerals."

Why is it 60% of our population is consuming a vitamin mineral supplement and we still have some of the highest rates of heart disease, diabetes, cancer in the world? Cause it is not working. We need real food and we need certain nutrients that are not just vitamins/minerals.

"These products address the #1 health issue today: undernourishment"

c. Who is Mannatech?

"The Company has coined the phrase "Live for Real", a promise that is anchored in two pillars: Healthy living for all based on science based real food technology products proven to support your cellular health, and a culture of people who feel passionate about touching lives around the world."

Why take supplements/How to choose? 3 Questions to answer:

1. Is there a scientific rationale to take the supplement?

Answered above; lack of servings of fruits and veggies

90% of what we eat today is processed foods; shortage is a given

2. Is their evidence of its efficacy?

Basic science, clinical studies, publications, presentations, intl collaboration...Mannatech has it all

3. Is there evidence that they are safe?

Documented safety/quality

QA/QC, cGMP, cGCP, cGLP

Mannatech also has product safety monitoring, clinical trials, NSF

certification, and only get NSF if do voluntarily; pharma has to do this; but we do it voluntarily because it is GOOD BUSINESS

d. Materials to share: Your choice

By email: The Ambrotose Story, the Four Core, mannatechscience.com website, any links to specific products/science

By mail/in person: The Ambrotose Story, the Four Core, Tear Sheets, specific science studies they may request

e. What do you have to lose? Take the products for 6 months, see the difference in your health and if not, Mannatech has a 100% money back guarantee.

3. What if their interest is financial?

a. Reinforce them in their desire to build some financial security

"For me it was providing my brother's kids with college education, and preparing for retirement without Social Security. What is it for you?"

"What would an additional \$1,000-2,000 per month do for you and your family?"

Let's take a look at how that can happen.

b. Review who we are and what our products represent (see 2 above)

c. Show the Plan

I use the 4 X 4 Plan today...see attached

I show the sheet on the distribution of income to the different levels

d. Show the Circle (Build a system based business)

We make a List, we Contact, we Show the Plan, and we Follow Up (see the chart)

e. Talk about support: "we work as a team; we help with each step of the way, making the list, and making the contacts through phone teams and showing the plan."

f. Review the huge business management tools Mannatech provides through their website: review mannatech.com

(1) Success Tracker

(2) Get your own Personal web page (show yours)

Contact Manager on new personal website

g. Let's look at how to get started:

All Star Pack and how to build it...

4. How do I use the "Healthy Dose of Reality" DVD?

It is a breaking the ice...to see if there is any slim bit of interest...

a. Hand it to anyone and ask them to take a look and give you their

impression.

b. Ask "Did you ever feel there was something missing in our approach to health today? Here is a brief video; let me know what you think."

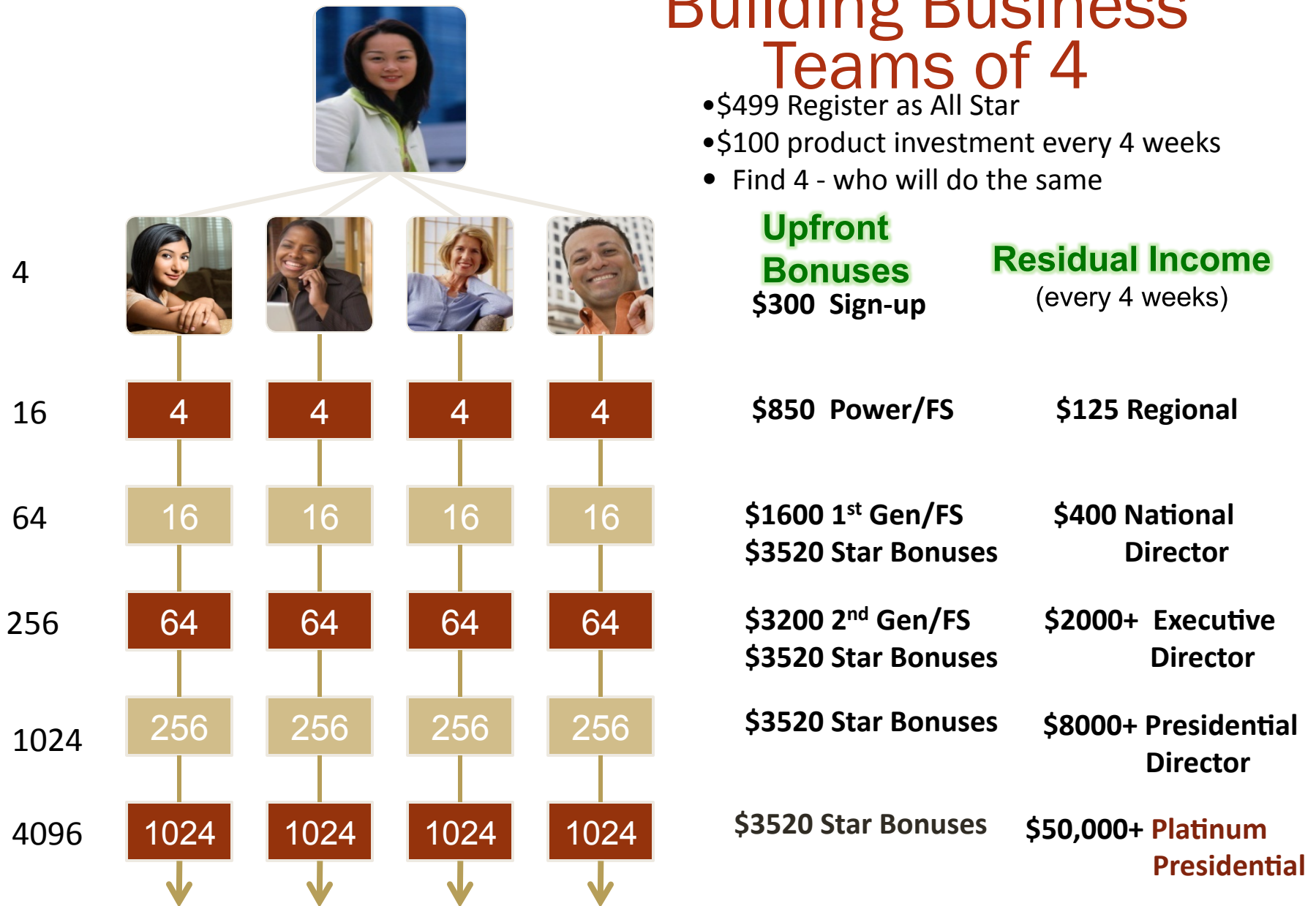
c. Send them a link by email saying "Take a look and let me know if you have any questions."

or "I was a skeptic too but this really opened my mind. Give it five minutes and see what you think."

or "Five minutes might forever change your life...please consider watching this video."

Building Business Teams of 4

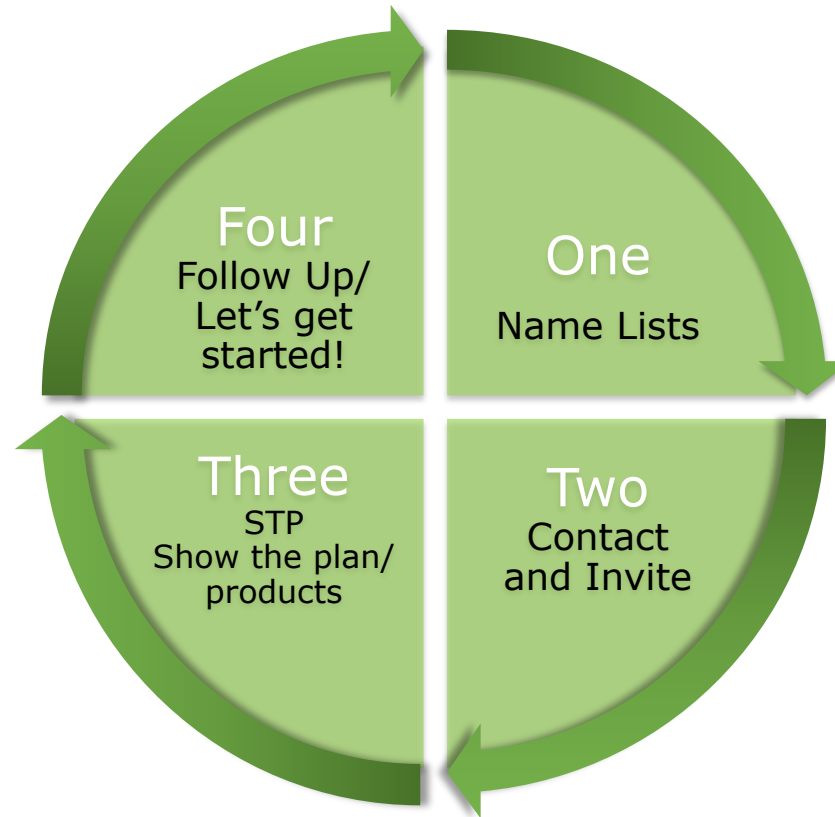
- \$499 Register as All Star
- \$100 product investment every 4 weeks
- Find 4 - who will do the same



Note: There are other methods of building a Mannatech business and earning a Personal and/or Matching Power Bonus. This model simply represents the most efficient way to do so while maximizing earnings.



Master The Four Basic Skills



“Unless you try to do something beyond what you have already mastered, you will never grow.” —Ralph Waldo Emerson