

Living With Passion: Commitment

Monday Call, May 15, 2006

Alaska Cruise: Last week!

For those “dog paddlers”, commit!

For those tortoises, never a better time to finish!

For those procrastinators, your time has come!

Mannatech stock: back on the roller coaster

“A chicken and a pig were having a discussion. The chicken said ‘I am committed to giving one egg every day.’ ‘That’s not commitment,’ the pig said. ‘That’s just participation. Giving bacon, now that is commitment!’”

How many of you are just participating in the Mannatech business?

Peter Hirsch, Living With Passion

10 Simple Secrets that Guarantee Your Success

Chapter 7: Commitment

1. There is one elementary truth...the moment one truly commits oneself, then Providence moves too.

A. Nothing happens without commitment.

B. Once you commit, it happens. No matter how long it takes, no matter what else happens, no matter what.

C. The power of commitment is truly awe-inspiring.

2. Experience for yourself commitment.

A. If you have children and if not your parents and if they are not alive, your spouse, and think of these family members when you ask this question:

“Will my children (spouse, parents) ever starve to death?”

B. The truth is you have no proof for saying “No.” You truly do not know what tomorrow will bring.

C. This is commitment in its most compelling state. It has nothing to do with HOW a thing will be accomplished.

Commitment is what will happen no matter what.

3. To what are you committed?

A. Now therein lies the question.

Some of you say your Mannatech business. But, the truth is what you

have in your life right now, who you are as a person, is exactly what you are committed to. Like it or not it is true.

B. You can be committed to failure equally as well as being committed to success.

C. “Why then am I not successful in my Mannatech business?”

First ask what it will take to be successful in your Mannatech business? List at least five major things it will take:

1. _____
2. _____
3. _____
4. _____
5. _____

Now, what are you more committed to than these five things? In other words, what has been holding you back from doing these five things in your life?

- (1) Fear
- (2) being safe
- (3) freedom
- (4) success will bring too much work-either or analysis “can not be successful and keep life in balance”

You are always committed to something whether it is your goals or it is your inaction to reach those goals, underlying it is a commitment. Without finding it you will never go forward.

D. Most of the issues in our lives that hold us back are due to mis-applied focus. When you have fear, need for comfort zone, freedom, the either/or analysis, where is your focus? Where does it need to be?

4. The Meaning of Commitment

A. Commitment is as simple as giving and keeping your word; doing your best. Commitment is doing what you said you would do whether or not you feel it.

B. When you are committed to a thing (like keeping your family from starving) you play full out – win lose or draw.

No business plan, no commitment.

No prospecting, no commitment.

Do you see this in your life?

C. Leaders leverage power

People will follow those who are committed to a future of unlimited possibilities.

Andrew Carnegie had the secret to unlimited wealth in one

statement: “I would rather have 1% of the efforts of 100 people than 100% of my own.” Leverage works and that is exactly what network marketing is all about. You can achieve 100X more through a team or network of people than you can ever do all be yourself.

You must make a commitment before you ask for one.
“I can’t imagine a person becoming a success who doesn’t give this game of life everything he’s got.” Walter Cronkite

5. Your Time to Work through What You are Committed to
 - A. Go back and review your values, purpose and beliefs. Then, make a list of the top five commitments you are willing to make in your life at this moment. What are you committed to doing? Who are you willing to commit to become?

List your commitments here:

1. _____
2. _____
3. _____
4. _____
5. _____

One of the biggest payoffs of commitment is persistence. People ask “How long must I persist?” that is as silly as “I like to be consistent ...sometimes.”

Biggest problem with most people is they quit before they become successful. This evidences a lack of persistence.

Commitment is action determined and persistent.

Commitment is relentless patience.

Commitment is what makes the difference.

Commitment requires focus.

Commitment requires positive belief.

Commitment requires a positive attitude.

Commitment requires purpose.