

Living With Passion: Conquering Fear

Monday Call, April 17, 2006

Alaska Cruise: 5 weeks left... You Can Do It! If you believe you can, or believe you can't, you are always right.

Peter Hirsch, **Living With Passion**

10 Simple Secrets that Guarantee Your Success

Chapter 4: Conquering Fear

“Nothing in life is to be feared. It is only to be understood.”

Marie Curie

1. The key to conquering Fear lies in mastering Belief.
 - A. Belief is the key to success.
 - You must believe in yourself (this is the most important of all).
 - You must believe in your products.
 - You must believe in your company.
 - You must believe in your comp plan.
 - B. See attached Belief Scale
 - Use for yourself.
 - Use for your downline.

2. Everything is Sales
 - A. The key to successful selling is belief.
 - Every interaction you have is sales.
 - Every occupation is sales.
 - Every career is sales.
 - B. The next time someone tells you that they can't sell, just ask them to explain that to you...they will spend the next 5-10 minutes “selling you” on why they can't sell
 - What are they really saying? I don't believe I can sell.
 - If you believe you can or you can't, you are always right.
 - Every negative belief, based on fear...

3. Fears can be empowering; but most stop us in pursuit of success, and our goals.
 - A. Empowering fears: in life-threatening situations, cause the adrenals to flood.
 - Fear of loss of environment; action is to recycle, join “green clubs”

- B. Disempowering: all the rest.
- C. Most common fear: the fear of the unknown; safety first, we do not want to take any action without knowing the consequences
 - Comfort zone is our favorite habitat.
 - Nine dot exercise.
 - Story of the execution.
 - Facing the unknown means we accept the challenge of the unknown and the 2 most important characteristics to do this: discipline and belief in ourselves.
 - Most important discipline...self-discipline
 - Discipline is not about punishment; it comes from disciple, meaning follower or learner. Self-discipline is then learning and following our own beliefs.
 - Beware of those who are so disciplined to their limiting beliefs
- D. Fear of failure...high on the list.
 - Failure is the pathway to success. Fall in love with mistakes, they are learning experiences.
 - Give success story and ask who this is...
 - Thomas Edison: "To double your success rate, you need to first double you failures."
 - He said " I didn't fail 100 times, I just found 100 ways not to make a light bulb.
 - Success wording serves you for success. Change your language.
 - Exercise: every night before bed list 10 successes of the day.
- E. Fear kills creativity and imagination.
- F. Fear of Criticism
 - It is more important to you what other people think than you being successful...I do not think so but that is the program running your life.
 - Read Terry Cole Whitaker's book, "What other people think of me is none of my business."

4. Breaking through your fears

- A. Exercise around breaking a board.
- B. Other great events at personal development seminars...like rope course, High-V, etc.
 - Experiential is terrific to change bad habits, negative thinking.
- C. Your other mechanism is to adopt better habits and replace the ineffective ones. This takes repetition and lots of discipline.

Self-Scoring Belief Scale

Use this scale daily to monitor your level of conviction in the 6 core areas of Success and Leadership. In areas where you may need strengthening, use the belief quotes several times a day as AFFIRMATIONS until you score 100% in those areas.

1) PRODUCT

The Mannatech products are absolutely the best, most cutting-edge nutritional products available anywhere. They are backed by solid scientific validation and everyone I know will benefit from them. Because of the benefits they provide, these products are a tremendous value. In fact, they are under-priced!

0% _____ 100%

2) COMPENSATION

Mannatech offers the average person an incredibly lucrative income opportunity. The income and benefits of the All Star pack make it the best value for everyone and the compensation plan quickly and richly rewards both part-time and full-time associates.

0% _____ 100%

3) CORPORATE AND UPLINE LEADERSHIP

I have complete faith and confidence in Mannatech's owners and corporate leaders. They are visionaries who are transforming both the healthcare industry and network marketing. In addition, I have total faith and confidence in my upline's ability to train me well and help me reach my goals.

0% _____ 100%

4) NETWORK MARKETING

Network Marketing is the absolute best method for distributing the Mannatech products. It is a highly ethical industry that has proven its ability to help anyone achieve financial freedom-IF they are willing to do the work. I am proud to be a Network Marketer!

0% _____ 100%

5) PERSONAL SUCCESS

I am now creating a legacy of success in Mannatech. Not only am I ACHIEVING my vision, but I will far exceed it and positively impact the lives of many thousands and perhaps millions of people. My dreams are now coming true!

0% _____ 100%

6) LEADERSHIP ABILITY

I can competently and confidently help others fulfill and exceed their dreams through Mannatech. New associates are extremely lucky to have me as a sponsor and upline coach. I'm excited to be enrolling new All Stars into my success team every week.

0% _____ 100%