

# Living With Passion: Focus

Monday Call, May 8, 2006

Alaska Cruise: 2 weeks left...BLITZ!

New Advanced Ambrotose Capsules...the pipeline is full

Pathway to Presidential Registration: July start register now!

www.mannatrain.net

Mannatech to live broadcast their 1<sup>st</sup> quarter earnings announcement

Peter Hirsch, Living With Passion

10 Simple Secrets that Guarantee Your Success

Chapter 6: Focus

“Focus: point at which an object must be situated so that a well-defined image of it may be produced.” Oxford Dictionary

1. The smallest bit of action separates the high-achievers from everyone else.
  - A. The difference between Gold Medal and second place
  - B. The difference between golden glove winner and just another good baseball player
  - C. Tiger Woods versus the rest of the field
  - D. Jeff Allen and many Mannatech associates
  - E. The difference between success and failure is actually marginal-measured in a fraction of one per cent at the most.
  - F. The Master Archer story  
Two students readying for a competition; he asks “what do you see? The two responses  
Difference: SINGLE-MINDED FOCUS

2. Exercises for you to experience what Hirsch is talking about
  - A. Og Mandino, one of the most inspirational writers and speakers of our times, used to use this in his talks  
Take your contacts out/glasses off. Find a newsprint you can not read. Take a 3 X 5 card and put a tiny pin hole in the middle. Hold it 1-2 inches from your face, between you and the paper you can not read and focus your eyesight through that pin hole and onto the lettering of the paper. Magic? Almost every single person no matter their eyesight will be able to read the paper. Why? FOCUS.
  - B. You can apply this to any aspect of your life and master anything.

Your eyesight, your thoughts and master your mind; your emotions and master your heart; your creative attention and master your imagination; become a master of life.

C. Why don't people then do this?

- 1) FINISHED FILE ARE THE RESULT OF YEARS OF SCIENTIFIC STUDY COMBINED WITH THE EXPERIENCE OF MANY YEARS OF EXPERTS.

Quickly, how many "F's" do you see?

- 2) Mary  
had a  
a little lamb

The first one, most people say 4 or 5. There are actually 7. They do not focus on the letters. Why? Something distracts them. Most of us learned to read phonetically. Of is "ov" in our mind's ear. Because we learned to read that way, speaking the words in our head, and because

- (1) we are creatures of habit
- (2) we make assumptions about nearly everything in our lives
- (3) we lack real and true focus uninterrupted by our constant chatter, self-talk, interpretations, meanings, opinions, judgments, and editorializing

we do not see what is staring in our face. Time to WAKE UP!

The second one: 80% of the people never see the second "a" in the sentence.

3. One incredible means to support you staying in focus: form a Mastermind Group

A. Synergy is amazing; Napoleon Hill describes Mastermind as follows: "the coordination of knowledge and effort, in a spirit of harmony, between two or more people, for the attainment of a definite purpose."

B. A Mastermind Group is a group of 4-6 peers with whom you discuss all your challenges and together seek solutions to your problems and develop how best to optimize your opportunities.

C. The mechanism at work here is best described by Buckminster Fuller. He created a scientific explanation of the principle of synergy, the ability of something to be greater than the sum of all its individual parts added together.

Relationships themselves between the parts have a certain magic/energy.

Here is his formula:  $P^2 - P / 2 = S$ .

The number of People squared minus the number of People, divided by 2 equals the Synergistic relationships in the group.

Apply this to Network Marketing.

100 people at an opp meeting. Create excitement around Mannatech and you have 4950 relationships! The synergy will explode the room, and this is truly momentous.

In Mastermind, you not only must be committed to yourself and your beliefs, but you also must be committed to other people's beliefs even more than you are committed to yourself. You must be focused on empowering others to achieve their goals and aspirations.

The Mastermind group will help your focusing power...by making focusing a formal affair, you begin to retrain your consciousness your imagination, and creative intelligence, to generate your goals and desires. Focus is simply a matter of practice.

#### 4. Whose Mind is it anyways?

A. The first thing you need to work on is your mind

Negative thoughts breed negativity so focus must be shifted.

How? Practice, practice and more practice.

Quash the thoughts as they arise; then replace the thoughts with empowering ones.

Hirsch defines hopelessness as "the inability to focus on your goals and dreams."

Use affirmations; use visualizations.

B. I suggest a great book that has practical applications for your everyday life: The Power of Focus, by Canfield et al.

Every chapter of this book can totally change your life if you just apply its principles.