

**What's Holding You Back?**  
**Lesson 2: Making Problems Your Best Friends**  
**Monday, August 8, 2005**

Chicago Event Mannaquest: Make plans to attend if you are doing the business...and get some new associates to go with you!

Klemmer Personal Mastery: Coming the same weekend to Dallas...be there to help you get out of your own way! Move yourself forward in a significant way...the best investment you will ever make is in yourself. check [www.klemmer.com](http://www.klemmer.com) for one in your local area.

Last Week of Period 8: Team bonuses, Leadership Qualification, Auto Orders, support your downline!

Week 2 of: "When Good Intentions Run Smack into Reality" by Brian Klemmer

1. What are problems to you?
  - a. The average person views problems as something negative. In fact most of us do our best to avoid problems. Just look at your Mannatech business and what happens frequently: how are you reacting?
    1. A prospect says he does not like network marketing (or throws up any objection)
    2. A new associate has a cleanse response
    3. A 3-month consumer says it is not making a difference
    4. A new business builder says "this business does not work"

How do you respond? negatively?

But that is the average person and our goal IS NOT TO BE AVERAGE!

b. A successful person looks at every problem as an opportunity. They are all positive. Why?

Because problems create value: the more problems you have the more valuable you will be, the more money you will make, the more responsibility you will have.

Example: Mannatech as a business...statistics have been quoted that as a new associate you sign up two of ten you approach, 1 of 100 become business builders. So you approach 1 per day, sign up 4 per month, and every 4-6 months find a business builder. You quit before your second year or you "settle for bones"...you want steak (\$2-5,000 per Period) but you settle for \$300 per month.

Successful people see that as a problem. They do what? Attack it...they talk to 5 people per day, they sort when they market looking for people with large spheres of influence, and they get to Presidential in 2 years or less.

“Average people sit around and whine about their problems...not realizing that success is staring them in their face.”

David and Goliath Story: Little shepherd boy becomes a hero and eventually the king because of what? A problem, Goliath; without Goliath David is still a little shepherd boy.

Problems are the best things that ever happen to you...you move out of your comfort zone, create value, and open up incredible opportunities for yourself.

How does this apply to the problems in 1.a above?

## 2. How do you handle problems that confront you?

There are four basic thinkers out there and which category you fit into typically determines how you grapple with problems.

(see the attached drawing which outlines the 4 thinkers)

a. Thinker #4: they have no goals

Thus, they come across very few perceived problems in their lives.

You see, once you set goals in your life problems instantly appear.

Consequently, those with no goals, do not live a whole year, they live one day over 365 times. They go to the same job everyday, they eat at the same place, they meet the same friends, they do the same things.

b. Thinker #3: these people don't just have one goal they have thousands.

These are very energetic and enthusiastic people. Their difficulty: they go after one goal and when they hit resistance, they just simply change goals.

This is a lack of mental discipline.

These people are constantly changing their goals; they are like chickens with their heads cut off.

What might this look like in Mannatech? They set their goal to win the incentive and 2 months later when they did not work a structured plan and they only have 20 points they say “it does not work” and start on a new goal. They say “National Director in 2 months” and after 5 weeks, say “4 months” and after 10 weeks say “6 months”.

Do they ever make their goals? No.

Unfortunately, unless these people change they will never reach their

goals no less achieve something great.

“Nobody becomes great without first overcoming great resistance.”

c. #2 Thinkers: these are people who are very focused on their goals but they still do not overcome the problems that arise between them and their goals.

Their issue is that they focus on the problem. They analyze the problem to death: they throw themselves into it and become the problem expert.

The more they think about the problem the bigger it gets, the more offshoots it has, the more overwhelming it becomes.

These people can also see problems that do not really exist.

Language they may use:

“You have to be realistic.”

“You did not understand the complexity of the problem.”

“Yeah that’s a good idea but...”

“Yeah but, Yeah but, Yeah but...”

In relationships, these people will find the two things wrong out of thousands of great things, and dwell on those 2.

d. The #1 Thinkers: These people have big problems. That is because the more successful you are, the more problems you have.

The difference: these people solve their problems.

They focus on their goals, not the problem, and create, change, grow and learn in order to solve their problems.

Whatever it takes they do to reach their goals.

These people are creators.

3. Where are you amongst the 4 Thinkers? Where do you want to be?

What do you need to do to move?

Two major steps.

Number 1: The first step to any change is awareness. You must be alert...every time you come across a problem, what is your reaction?

#4 Thinker: it does not matter because the outcome won’t really affect me; tends to look like apathy

#3 Thinker: Oh that changes things so I will just change directions and pursue something different.

#2 Thinker: wow, that is a problem. Let’s analyze it and understand all our options. Then, let’s see how it impacts other things and generates issues elsewhere.

#1 Thinker: What an opportunity. Let's see how we can create value out of this experience.

Number 2: Be committed to changing your thinking. You must commit to changing the way you approach life...the way you view problems. Start shifting to Thinker #1 thinking when each problem hits. SHIFT! It is truly just a choice. Comfortable? probably not at first but it will become second nature to you after you do it for awhile.

**Make problems your best friends!!**