

**What's Holding You Back?**  
**Lesson 3: Turning Ordinary into Extraordinary**  
**August 15, 2005**

Chicago Event Mannaquest: Make plans to attend if you are doing the business...and get some new associates to go with you! September 9-10

Dr. Bill McAnalley: New position with Mannatech

Shipping Charge Changes: \$99 pack went from \$4.50 to \$9.50 (over 100%); a real problem for new associate who buys \$99 and auto order (only \$6.99 in shipping cost for 3-6 products) at same time. Contact your Presidential and let's get this corrected.

Week 3 of: "When Good Intentions Run Smack into Reality" by Brian Klemmer

1. To live an extraordinary life, you must make extraordinary agreements
  - a. Life evolves around the agreements we make
    1. Where we choose to work
    2. Where we live
    3. The relationships we build around agreements
    4. Where you banketc.
  - b. Making and keeping your agreements play a critical role in your success.
2. Making Big Agreements.
  - a. Review and analyze the size of agreements you are accustomed to making
    - 1) On a scale of 1-10 where are they? agreements with family, at work, with your Mannatech business? with yourself?
    - 2) Are they large and expansive or are they small? Are you playing life small, or playing life BIG?  
Examples: many of us may be in a position to retire, however, the Lord keeps laying on our hearts new projects (like my foundation, Changing Environments). To whom much is given, much is expected.
  - b. Why is it we avoid making Big Agreements?
    - 1) for the sake of comfort
    - 2) fear of failure; need to look good?
    - 3) lack of belief in our self

4) We live life from probability versus possibility (if we did not do it before, in the past, then we can not do it now). Does your past control you? Come form possibility!

b. What are you giving up?

“Mediocre or average size agreements do not bring extraordinary results.”

Example: New years resolutions. Some of us do not even make them any more. Why? ‘cause we never meet them. Our solution is not to make them anymore. Wrong solution!! Keep your agreements is the right solution.

An addiction to comfort = settling for a life or insignificance.

### 3. Keeping Big Agreements

“Part of being able to keep agreements, even uncomfortably large ones, comes from the ability to be comfortable with being uncomfortable.”

a. Look at possibilities

When someone suggests a plan to move your business forward...

Going to a National Event like Chicago...

Approaching medical professionals...

Give me some more examples in your life today...

Those who accept being uncomfortable, and place that above their personal and natural preference to be comfortable, are the ones who accomplish great things.

b. Story of Admiral Halsey, WW II

“There are no great men. There are only ordinary people who take on extraordinary challenges.”

So, it is not talent that determines extraordinary success, but willingness to take on extraordinary challenges.

c. The Price you pay for not keeping your agreements.

“Change comes when we see the price of not changing is higher than the price of changing.”

1) First, make a list off all the things that mean a lot to you in life:

- |    |    |
|----|----|
| 1. | 6. |
| 2. | 7. |
| 3. | 8. |

- 4.
- 5.
- 9.
- 10.

2) Now remember a time when someone broke his or her agreement with you. Where were you? What did they agree to do? How did it make you feel?

What is lost when an agreement is broken? Make a list

- 1.
- 2.
- 3.
- 4.
- 5.
- 6.
- 7.
- 8.
- 9.
- 10.

Amazing: the result shows what?

3) Broken agreements have an incredible downside...many people never see the impact or are aware of this reality, but you are now. Let's see how this impacts your decision making.

4) No such thing as big and little agreements upon breaking any of them...you are breaking your WORD!

"The more you keep your word the more your subconscious will work on your behalf to help you accomplish your goals."

#### REMEDY:

1. Be conscious of all agreements you make and do not be carefree about it! Keep your agreements no matter how small or large you view them
2. Quit and I mean NOW, quit living your life small. This is a world crying out for leaders, for change, for direction so make your stand, commit to something BIG, and make a contribution.
3. For many, start with smaller agreements just to get in the habit of keeping them. Then forge ahead to BIG AGREEMENTS!

**LET'S ALL LEAD EXTRAORDINARY LIVES!**