

What's Holding You Back?

Lesson 9: Stay Out of Victim-Rescuer-Persecuter Game

October 17, 2005

Blitz: How is everyone doing? Any updates on the Jeff Allen "Back" Packs
Reactivation Incentive Plan: For Period 11, being sent out today by Email so look for it! 3 weeks left to Reactivate every "Zero" in your downline

Week 9 of: "When Good Intentions Run Smack into Reality" by Brian Klemmer

1. Three roles in this "Game" that you end up in whether you recognize it or not.

A. VICTIM: claims some sort of injustice

RESCUER: tries to solve the problem for the victim

PERSECUTER: heaps on the abuse

B. Problem: once you get in this "game" you automatically fill one of the roles. The energy exerted is very negative, and wasted energy versus productive. The results are to create greater games, prolong the game and to give credence to the game, enabling people to continue this ineffective behavior.

In Mannatech business, this behavior becomes duplicated! Now you see the price?

2. Awareness: The Game, what does it look like? The first step to any change is to be aware.

A. In life, here is a simple example.

Wife: *"I just do not have anything to wear tonight."* VICTIM

Husband: *"Honey, why don't you wear your blue outfit?"* RESCUER

Wife: (recognize that most victims do not want to be rescued) *"No dummy, I wore that just last week!"* PERSECUTER

Husband: *"Man, you're always picking on me when I just try to help."* VICTIM

Wife: *"Oh Honey, I will take care of you."* RESCUER

Husband: *"Stop doing that, I don't need to be taken care of."* PERSECUTER

Wow, wasn't that a worthwhile conversation....do you see?

B. In Mannatech, we see the VICTIM come out so many times with our associates. It can take so many different looks...here are just

some of them:

“This business just does not work.”

“The materials we are using just do not help sell the prospect.”

“The law suits are ruining my business.”

“We just can not make enough money from the compensation plan.”

“The products are too expensive.”

Do you ever hear any of this stuff from your downline? From your own mouth? This is all VICTIM language.

What are our typical responses to the downline?

“Yes, the business really does work so let me help by putting someone underneath you.” RESCUER

“You told me you would help me before and never did so I don’t believe you.” PERSECUTER

“I get so much flack from my downline I don’t have any time to grow my own business.” VICTIM

3. So the goal is to AVOID THE GAME!

A. The only way out of the game is for someone to choose to be responsible and cause the other person to be responsible as well. Be aware: when someone around you starts the Game, do not enter because you will just fill yet another role. It is self-defeating and self-perpetuating.

B. RESPONSIBLE: the viewpoint where you are “at cause” for your experience out of choice or choices you have made.

In other words:

DO NOT solve other peoples’ problems by stepping into the RESCUER role.

DO NOT play the victim.

DO NOT allow a PERSECUTER to push you into the game.

C. Get clear that this is not about being uncaring...quite the contrary. Some of you are RESCUERS by nature...you may have learned this role in your Christian upbringing. But every time you RESCUE someone (and make sure you can distinguish charity with RESCUE) you are telling that other person “you are not capable”. If you do this enough, what do you create?

Empower people rather than enable them. Teach people to fish, do not give them fish.

D. When you shift to come from RESPONSIBLE, what responses will you get at first? They may either go VICTIM or PERSECUTER on you because remember, they are still in the GAME.

Give me an example in Mannatech:

“It is your job to educate me on the compensation plan and help my business grow, and you are a lousy upline if you don’t.”

VICTIM and PERSECUTER

4. Red Flags if you have a hard time recognizing this behavior
 - A. For VICTIM: whining, complaining, worrying about things outside their control
Response...help them to solve their problem or see the problem as an opportunity.
For PERSECUTER: abusive language, attacking
Response...avoid going VICTIM. Let them “air out”, because they just are venting. DO not make anything they say be about you...so do not take it personally. Once they are done, come from solution again...how can they solve their problem.

“HELP OTHERS SOLVE THEIR OWN PROBLEMS.”