

# "Making the Shift" A New CD

Monday conf call 10/3/11

New Comp Plan changes started on Saturday. Check out the documents on the Mannatech Resource Library

Tuesday Night Live – Merri-jo Hillaker - 7:30 PM CST at Mannatech Corp Offices or [www.mannatechlive.com](http://www.mannatechlive.com)

Darren Hardy, Robert Kiyosaki, Jim Rohn

"Developing the Entrepreneur Mindset"

## 1. Intro to the Entrepreneur Mindset

Donald Trump: #1 key to success is to own your own business.

Can I do it? Am I the right person?

Little known secret: every successful person was a newbie just like you...know your mind can start playing tricks on you, give you reasons it makes up to get you to give up. Call out the covert tactic and ignore it!

No excuse your mind can conjure up is valid. Don't buy into it.

## 2. The Shift to the Entrepreneur Mindset

The variables involved:

1. Does the company treat everyone the same?

2. Do they ship different products into rich versus poor neighborhoods?

3. Does their comp plan discriminate for or against different people?

4. So what is the remaining X factor? YOU, you will determine your success so let's work on you.

Without a strong enough WHY you will not have the will...the power of your why gets you to where you are going.

If I ask you to cross a 10 inch high plank between two 10 story buildings, first time you said no. When I told you the life of your children depended on it, then you'd jump to do it. The risks and dangers are the same. So you see, your WHY will get your heart, soul and guts to commit. Your WHY power powers your engine; emotional passion fuels your engine. Money does not ever work...it cannot recruit your heart, your passion, your guts.

Five landmines:

## 3. Mindset # 1

Success factors...everything you accumulated up 'til now is useless. They will be your greatest inhibitors to being successful. Your

success was based on how well you performed. You will struggle more with what you need to unlearn.  
Earn 1% from 100 peoples' efforts...so the model is about the efforts of others.  
Build a simple duplicable system that anyone can do.

#### 4. Stepping around Mindset #1

1. Forget everything you know. You don't want to do all the work.
2. Trust and work the system...it will do all the work. Make it about the system not about you.
3. The company has developed the best possible tools for you to use...so don't develop your own.

#### 5. Mindset #2

Lack of structure...you are finally free. WRONG! This is terrible. People try to justify their working by continue getting ready, making lists, becoming a product expert. This is not doing the work.

A few weeks of this, run back to corporate model...

Suggestions: 1) Always start part-time.

2) Call a family meeting and get them all on board

3) Create set hours...protect those blocks of time maximize your productivity during these times. Shut it down in off times to maintain balance in your life.

4) Chart your course...set your goals/build a plan  
Goal achieving is an art form.

Carry around your book with your WHY.

#### 6. Start Part Time - Jim Rohn

"The magic of part time."

"I am working fulltime on my job, but working part time on my fortune." "You're not going to believe this, I not only found a way to make a living, but a way to make a fortune."

"I am making twice as much part time as I am on my job. Would you like to hear my story?" Do you think people might ask what are you doing?

He did not want to leave his fulltime job because it would rob him of this story. Making an extra \$1000 per month would change a person's lifestyle and that is a GREAT recruiting tool.

It changes your lifestyle so that is a powerful testimony. "You have two new cars, what are you doing?" "I have this little part time thing going on. Would you like to know more?"

## 7. Mindset #3 Commitment

The greatest benefits are also most sinister...too easy to get into the business so don't have anything at stake. Your wallet has to be at stake to get your attention.

What is easy to get in is easy to get out. Lack of commitment is a real problem.

Life happens...and then your commitment will be tested.

Best tip in entire CD: Whatever business you sign up for, be here a year from now. Follow the system; use the tools. Do the top fundamentals over and over and over again your first year.

Be patient...give it time to produce for you because it is built on leverage. This business is the ultimate on compound effect.

## 8. Robert Kiyosaki on Why to Commit

Poor Dad says go back to school...but he felt different. Most people are crushed by their environment, they give in to their problems.

Personal development means you need to get bigger than yourself, become bigger than your problems, your situation. This is the only way to get out of what you are in. Give your networking business 5 years...quitters never win. Do your best. The reason he recommends it is because of the personal development.

Can't see exponential growth until hit the critical mass.

## 9. Mindset #4 - self-image..

Because most of the world is conditioned by background, this is where your friends and family might talk you out of what you do. How to handle rejection...just know that they are not liking it because they are not willing to take risks. They are stuck in employee status. If you don't fit in their paradigm they try to drag you back. Don't let them take you back to mediocrity.

Statistic: At a funeral about an average of 10 people will care enough to cry. If it rains, more than 50% of the people won't go to the graveside.

"So why do you care about what they think? We spend too much time worrying about what other people think of us." "Don't let people who don't matter, matter."

## 10. Mindset #5 - The product you are really sharing is YOU.

You are in the attraction business. They evaluate if they want to come off to their friends and family the way you are coming across to them. What you say has very little to do with how you influence. Jesus of Nazareth said "Follow Me." and the world followed. Who they are is

what is being sold.

This is why your personal development is so important in your business. "If you want to have more, you must become more."

Success is what you achieve by what you become. For things to change, you have to change.

This is a journey of continual personal development.

#### 11. Bolstering a Positive Attitude

Your attitude will separate you out. How do you continue doing this?

a) Read 10 pages of good book per day...or success magazine.

b) Listen to 30 minutes of instructional video per day.

Garbage in garbage out. That is why all these books focus on our thinking. "Think and Grow Rich", "The Power of Big Thinking"

Personal development CD's in car, in morning...

#### 12. Completing the Shift into Entrepreneurism: 2 final decisions

1. Do it now! The journey of tomorrow begins NOW.

A body in motion tends to stay in motion. Most people give up before they even try.

"Without a sense of urgency desire loses its value."

"I can't even explain what it is but here listen to this CD. "

2. To get success fast, get failure fast. Key to lots of success is a lot of failure. Make your goal the number of people you are going to get No's from. This 180 degree mindset will make a huge difference.

Some will, some won't, so what...NEXT.

***Go get 10 people to tell you NO in the next 7 days...***

Taking significant and enough action to get you started.

#### 13. Putting the Entrepreneur Mindset Into Action

Resolve. See your new entrepreneurial business as your mountain in your life.

When people tell you to get off the mountain, you can just tell them "I am going to the top." "This is my mountain and I am going to the top!"

This is the Mindset you need to have.

Use this CD everyday for the next 7 days...this is the beginning of the rest of your life. Life will never be the same.

GO confidently in the direction of your dreams...live the life you have always imagined.