

**Mannafest 2014: Entertainment
and Training Galore!**

Monday Call: May 5, 2014

- Mission Live Stream Monday at 8 PM EST, 9 PM EST, 10 PM EST, 11 PM EST www.m5mlive.tv. Dial 800-768-2983, Access Code 4712222# or 24/7 www.m5mlive.com
- Building Champions Call – Saturday 10 AM CT - 800-768-2983 – Access code 4717417#
- You can now redeem loyalty points online

THURSDAY NIGHT

(No Presidential Reception/opening meeting)

Dr Pepper Ball Park Session

Lots of recognition...major was the helicopter ride...landing in center field and downloading the 5 new Platinum Presidentials

2 from Vancouver

3 from Korea

Mayor of Frisco came and read a proclamation...reading our Mission Statement and declaring May 1 "M5M Day"

Games by groups from each of the 10 different countries represented

Other recognition: New Regionals, Nationals and Executives

Finished off with fireworks

FRIDAY

Al Bala

This weekend is about your breakthrough

"If 95% of the people go left, we go right."

Rob Sinnott

Loves the staff they have...introduced all of them to the audience.

One we may not recognize is Joel Bickman, new Chief Marketing officer.

Stan Frederick

Congratulated associates on the 20 year anniversary

Importance of our past:

Don't be a prisoner of the past

Mandela said "burn the past"

Sandburg: "Past is like a bucket of wishes"

Reason people unhappy: they think the past was better than it really was, they think the present is worse than it is, and the future is too difficult.

For us: Happy about the past, enjoy the present and be ecstatic about the future.

Planning is everything...

Oprah Winfrey says " Change your future by changing your attitude."

Future is Now. Nobody has a lock on the future and it is out there for us!

4 Reasons why we will capture the future:

1. This is the greatest industry in the world

\$167 billion annual sales, 89 million people do MLM

Mannatech is in the top 100 (#70) in DSN

2. Products

No one has glyconutrients, our patent protected products, and now in skin care

3. Leadership

top people in Mannatech

"power of Mannatech is you all"

Company has set up an SEO (Senior Executive Office):

Rob Sinnott

Al Bala

Mark Nichols

4. Culture/Mission

M5M

"We are ready to Soar into the Future."

Rob Sinnott

The year of the Associate...showed a video

Ray Robbins

Talked about the history

Naming the initial company Emprise: meaning "very courageous journey"

Introduced his almost 90 year old mom in the audience

Better nutrition always means better health

Showed a video honoring Sam and Dr Bill (really only 1 quote from each and the rest was an interview of Ray)

Honored two employees who had been there since day 1:

Terrie Bayless

Missy Thompson

Rob Sinnott

Top product in Ambrotose: first global complete glyconutrient product

We are the founders of the science of nutritional glycobiology
Highly validated...McAnalley's theory was proven true...adding these missing nutrients back into the human body truly changes the glycosylation on the outside of our cells.

Manaloe was the first product

Glycos unlike proteins

Proteins are 4 sided but these saccharides arrange 3 dimensionally in the human body which truly makes them the most fascinating molecular structures. In fact, glycobiology is more complex than DNA.

Showed complex slides on the numerous interactions in the body that it takes to make these glyconutrients, But each of these pathways require lots of ATP, GTP and others so a lot of energy to do the conversion process. Thus, as was Dr. McAnalley's theory, better to ingest them.

We only get three in our daily diets: fructose, glucose and galactose and fructose is not even one of the necessary 8.

On Aug 9, 1996, filed our first patent on these saccharides so they belong to Mannatech.

Four major areas in which lot of research has been done:

1. Cellular communication

Axford's research and study published (Rosetta Stone in Euro Med Journal 2011)

Ambrotose 1st dietary supplement shown to impact the N-glycosylation profile of human serum glycoproteins.

2. Immune system effects

Ambrotose effective in descending colon, and "Peyers patch" very exciting stuff...Ambrotose has major effect and all interlinked.

3. Cognitive function

Double blind studies showing improved memory, mod, cognitive

4. GI tract interaction

How GI tract and processing of Ambrotose tie into the impact on brain

lots of research showing how they all tie into a "loop"

Distinguishing factor in industry: we have research but none others do...

NASD quote

Also brought up NSF certification...critical to use this in marketing

Dr. Steve Nugent

Celebrating 20 years of Astounding Technology

"Our technology is what makes this the best company to be with"

Manaloe

Dr Nugent tested over 6000 products in his medical practice; He was so overwhelmed by the impact of the Manapol on his patients that he recommended it to everyone of his patients. It is also why he started working for Mannatech.

If need to educate prospects on these products or educate self, go to library.mannatech.com, 45 minute training on

Ambrotose, Manapol, Classic versus Advanced Ambrotose

Good to use these for TEAM trainings as well

Mannatech has spent over \$50 mill on research

Omega 3's: if the product eats styrofoam you prove it contains chemicals in it.

New Project: He is making vides on all of the Mannatech products.

Also doing a series of videos on our important ingredients

#1 selling category in dietary supplements is anti-oxidants

A/O in 2003

Best anti-oxidant in the industry

we spent almost 4 years in lab studies, getting the right ingredients but most importantly the right combination to produce highest impact on blood serum levels.

2 caps give 37.4% increase in antioxidants in blood (4 different studies came up with same)

5+ more servings of fruit per day only increases 13% fat and water soluble antioxidants

2007: Real Food Technology

very different from labeled natural (petroleum is natural),
organic (his boots are organic), natural sourced (calcium in
limestone is natural sourced), or synthetic
GMO: just tell people we meet the standards for non-GMO

Nutrivirus: first global technology
same everywhere
meant to be entry level product
door opener...not meant to replace OHS
It also contains Manapol
Uth: our special glycoblend with Manapol carried in patented youth
inducing microspheres.

It is not about our products...it is about product AND business.

TOP BUSINESS BUILDERS

Recognized from around the world

Australia: Karen Dennis

USA: Luciano Fidalgo

Taiwan: Amy Li

Peter Salas: South Africa

Korea

Canada

Europe

Hong Kong

Top Business Builders:

New Business Development: Luciano Fidalgo

Highest Income: Hang San Man and Carol Ming

Top Business Builder: Ji-man Jeong (Korea)

(He also won this award in 2006)

in his talk, "If I meet 5 people a day, I will succeed. I
need to meet one person a week who is better than me."

He talked about the ferry disaster and how many teens
died. With just 2 hours, many decisions could have been
made that would have saved them all. What then are we
not doing that can help us save all these malnourished
we know are dying every day?

Jason Lester

8 years ago he started taking our products

His story: 12 years old, was 6 time All Star baseball player, football player, etc.

Car accident left him with massive broken bones, and a paralyzed right arm.

6 months later lost his only parent...his dad died of heart attack

He turned to running.

He made the decision this would not take his life away...overcome all doubters

"It took 1 person to believe in me for it to happen."

"Be the change you want to see."

Someone so committed to succeed, willing to die for it.

Challenges? bring them on.

How does this correspond to Mannatech?

When you want to succeed as much as you want to breathe, then you will be what you want to be.

"For the past 7 1/2 years, I have been taking the Mannatech products to accomplish the unthinkable."

He sees himself as a vessel to take this Company to new places...to be a \$1 billion company. He loves the M5M and demanded to go see for himself what these products were doing so he went down to Guatemala. He also did not like the fact that these kids had no shoes, so he got one of his sponsors to make some orange and black sandals.

His next project: M5M China Run

100 days running...in effect a marathon a day for 100 days.

This is going to give us phenomenal recognition around the world with our mission.

We all will join in with him, what is our pledge? what is our story?

GO to www.m5mrun.com

Rob Sinnott

What the world needs right now

"S" Curve

In business it reflects business cycles. We are on our third S which is the base of an acceleration upward...

5 Signs of a Healthy Company

- 1-Company is very undervalued
- 2-Part of Innovation...growing sector
healthcare, organic, integrative health, self-care
- 3-Orientaiton toward larger consumer groups
- 4-Willing to invest/reinvest in new business
- 5-Revenue growth

Healthcare: fastest growing sector in world
Real food sector: Natural foods are the highest demand
Our market is huge...for over 99% of the people
Company has been willing to invest and reinvest
Experiencing revenue growth

If you look at the hierarchy of needs of Maslow's Hierarchy, we meet all five levels.

- Survival: with M5M we are meeting those needs
- Wants and Desires: greater nutrition, healthy skin care, real food technology
- Family: we are all family around the world
- Esteem: recognition galore
- Fulfillment: great opportunity for people to have incredible fulfillment in life

"The purpose of life is to live a life of purpose."

Bo Short

M5M - allows you to change your world and the world at the same time.

If you sell people what they WANT (Ūth) then when they use it and see a difference, then you open the flood gate to sell them what they NEED (glyconutrients).

Dr Kassir

The (r)evolution of Ūth
Body's largest organ is the skin
History of skin care
Problems with skin care:
sensitive
chemicals
preservatives
comedogenics

irritation

There is no perfect skin care product

What makes a great skin care?

functional actives

enough actives

penetrating action

barrier protection

elimination of known irritants

delivery system

He reviewed the ingredients as we all have seen.

GO to mannatechscience.org for the science on the skin creme

Jackie Pack

56 years in the industry

So many changes she has seen.

Liposome transdermal: common in the field today but nothing like what we have in spherulite transdermal technology

Don't make it confusing...

4 questions everyone wants answered:

1. What is it?
2. What makes it unique?
3. Who is it for?
4. How do you use it?

Key features and benefits

Manapol

Crocus Chryanthus

Astaxantin

Sodium hyaluronic acid

Amanda Latrelle

Loves sharing the business

1. A man is not a financial plan!

40% of the women over 50 have to support themselves

2. RSVP's always
3. Have a financial plan

Have you heard of Tom's Shoes? She enjoys this as well

Johanna Bala

Ūth is door opener

Had success with skin care in prior company but we have the real deal

Men are growing her business...women love buying skin care from men.

We are definitely in an anti-aging era

Doris Laroque

Before after pictures are critical

Do a booklet with your own story

Postcard Challenge:

She bought 10,000 postcards and challenged members of her Team to hand/send out 500 in 30 days.

This creates massive action

Wendy Kremmer

Loves the Ūth Marketing Kit...easy as 1-2-3

She loves to lead with the glyconutrient technology and Ambrotose

Talks of 1st ridiculed, then grave disapproval until finally readily acknowledged.

Then it slides so well into the technology behind Ūth. At the end they love Ūth but are intrigued by Ambrotose.

Talked about the Hollywood agent who catapulted to ND with using it to soften faces after so much botox use. Never pre-judge people in what they might want in life.

Rita Davenport

Incredible comic who has been around in MLM for years...7 figure earner with a skin care company.

"Beauty is only skin deep but ugly goes to the bone."

"Success is to live the life you choose."

"Don't tell other people your problems...1/2 don't want to hear it and the other half think you deserve it!"

"In order to get your business to the top, get your ASK in gear."

No one is above your request.

"You can only get in life what you give away."

Starts with DESIRE...you gotta want it for you.

The greatness is in you...you've got it but you need to acknowledge it.

Your WHY has to make you CRY.

\$14 million is waiting for you...just contact 10 people everyday
Get a NO...Next! Just move on. They just don't want to be
successful.

What you expect in life is all you are going to get...so expect BIG.
The Power of Positive Thinking is a great book to read, re-read.

HL Hunt 4 things to achieve success

1. Decide what you want
2. Be the leader it will take
3. Decide what you are willing to give up
facebook is wastebok. newspapers, etc.
Set your priorities
4. GO to work.

Who to sponsor? If they fog a mirror, sponsor them!

FRIDAY NIGHT

Jason Hewlett

Entertainer who was absolutely hilarious.

Sam Caster Servants Heart Award: Missy Thompson

Ray Robbins Giving Spirit Award: Gave out various awards for different
countries for U.S. - Lydia Stasiak

Darren Hardy, author of Success Magazine

Q: of the 7 billion people what is it that is different about those 12 on
front cover of Success Magazine and the others?

YOU are the missing factor. You get to live the life you cause to
happen...every room you enter you start a course of action. Whatever
reaction you are getting is in response to your "cause".

No matter what happens outside, you have a ***personal development
set point.***

YOU only get in life the results that match your set point. (why all
lottery winners are broke again 5 years latter; why millionaires lose it
all and then become millionaires again...

So, for things to get better YOU have to change. When YOU improve, everything in life improves along with it.

YOU raising your set point...

Attitude is most important...build an expectancy.

Knowledge

Skills

What you get in life is what YOU create.

Belief---Think---Expect---Create---YOUR LIFE

INPUT starts the process and basically whatever is input comes out. What is input? *The Blood sport of competitive media* is resulting in more shock and sensationalism just to get your attention.

Your MIND does not care about your happiness. Its #1 job is survival, so if something is seen as a threat, it munches on it all day. Where your attention goes, so goes your energy, and this starts then to control your life.

TAKE BACK CONTROL OF YOUR MIND!!

#1 Protect your mind. Protect it by stop filling it with garbage. Stop listening to the chickens around you if you want to soar like an eagle.

#2 FEED it

Personal development and motivation is like taking a bath. It is not something you can just do once in a while.

Where do you find \$\$ for personal development? 10-10 Plan:

Take 10% of your money and tithe it to help others

Take another 10% and invest in YOU

Size of your goals = Size of your investment

We live in a society that is changing quickly...so must grow yourself faster: **Learn Less and Study More.**

Here is his 1-1-5-3-1-30-30-5 PLAN

#1 Choose 1 Goal for the Year...your #1 goal

#1 What is the #1 Skill necessary to achieve that goal

5 Books: buy the top 5 books that are on developing that skill

3 Top CD's: buy the top 3 CD's on that specific Skill

1 Seminar: sign up for at least 1 seminar on that specific Skill

30 Minutes: every morning read 30 minutes (no more no less)
out of one of the books
30 minutes: Every day while driving around listen to one of the
CD's for 30 minutes
5-

We live in a society where 95% of the population spends free time on
entertainment. 5% spend on education. (E/E Ratio)
The average person spends 8 hours a day on entertainment.
Awful waste so change your numbers and DON'T fall into the trap.

SATURDAY MORNING

**First few hours were of recognition...all new Presidentials from
First time, to Bronze to Silver**

Bo Short

Recognition:

Have you given your speech yet? Your Platinum Speech?

4 Things you will find in all top leaders:

1) **FOCUS**

Everything you do is with specific intent

It is about giving 100% in the time you do it.

The Lion does not lose focus based on the opinion of the sheep.

LIFE IS ALL ABOUT PRIORITIES.

2) **PREPARED**

BE PREPARED for the moment it comes.

In BB, you take 10,000 free throws so you are ready in a game

In MLM, you ride the shoulders of those who have 10,000
hours in the business, and learn.

3) **PERSEVERANCE**

Persist without exception

Keep moving when others quit.

How to maintain? when feel numb to it, you keep doing it.

All of us know there is something greater than ourselves.

4) **IDENTIFY A GREATER PURPOSE**

Identify a greater purpose...success depends on it, the world
depends on it.

Bob Adam

More recognition

The point one of the Koreans made is that if only there was leadership on the Ferry, 300 more people would be alive today. Be the leader you need to be.

When we started Mannatech, we burned the ships. (remember the story of Cortez), No excuses.

If you read Jason Lester's book, before every marathon he runs, he says "It is done."

Visualize the final result.

If people say too busy, they are too busy to have success.

Platinum or Bust.

Bo Short

"If you don't discipline yourself for a season, someone else will do it for a lifetime."

Make 10 contacts per day, 3 presentations per week

Five Principles to go to Platinum (same principles of Sun Soo Chu):

1) the further you penetrate in group...Build depth, build strength, drive depth

2) Make forays in fertile grounds for good food

Teach your teams how to make money

Show them how to make house payments, car payments, whatever their immediate need.

3) Carefully study the strength of men and don't overtax them
So it's not all about work. Need to sit back and rest/celebrate.

4) Have PLANS

Work from a Calendar

Each week, revamp and refigure.

5) If they will face death, nothing is too tough to accomplish
Don't have to die doing it.

"Burn the Boats"...if instead you decide to have options, you will choose them. If you decide this is it, You will be Platinum.

You can...put your signature on your life's work!"

Just one word: FINISH!

SATURDAY AFTERNOON

Bo Short

When you talk to people about 4 core activities:

1. Build Contact List
2. Contact and Invite
3. Show the plan/share the message
4. Follow up, close

if they say that is boring. ask them " so tell me about your job?"

8-5 over and over again, 5 days per week.

and income stays pretty flat. What if income looked like straight up?

Get pictures of your WHY

Don't ever let anyone steal your dreams. You will never get what you want, only what you picture.

#1 Make your List

All those you know, even if only know them by who they are (i.e. postman). Do not judge.

Talk to people you respect versus just those you have influence over. Once you have a list, you have a business...it just has not come to fruition yet.

#2 Contact

"No" today does not mean No tomorrow.

Call them like you know them.

Don't try to be someone different, just be a more polished you.

After a few weeks, "I am finding better people" Not really, you are just getting better.

Be authentic.

Bo went through a lot of scenarios on connecting with people.

Write their contact info on back of card...call back and make appt. and then show up. They cannot break the date since they do not have your card/your info.

#3 In Presenting, ask the 3 questions:

What are you looking for a secondary source of income, replace your primary income, or something greater than that?

In response to any answer, "Great".

"What would you do with that extra income?"

"Would you be willing to make the time in your busy schedule if you can get.....(restate what they want)?"

#4 Follow Up in 24-48 hours.
What did they like best?

Ūth Essential Kit

Ūth is something everyone wants, and then they will listen to you on what they need.

Kit is great, but get 5 not 1. Why? Throw a party, then get a couple of people to commit to a party and give them their kits instead of waiting. They give you theirs when it comes in. Keep the parties happening.

Closing: ask: Are you ready to get started? and just be quiet.

SATURDAY NIGHT

Ray Robbins

He worked through a laundry list of ideas briefly to help us be successful. Many were from Capture their Imagination (the Monday Call I did a few weeks back).

1. Always have an idea of who is the next Leader you will break
2. You are the CEO of your business...behave as such by being responsible, intense and have goals. Set the example of success.
3. Harley: "if you don't kick it until it starts, you aren't going for a ride."

Clark Diemer and Sara (gal in charge of HR)

Both in Guatemala. Mannatech has a program to get more of their employees to the orphanages in which we are contributing.

Showed the video of Guatemala.

Clark made an impassioned plea for all of us to continue what we are doing because it is truly making a huge difference. He felt even more emotional on this last trip because he has a little girl himself this time around.

New data on servings under M5M: as of end of March: over 50 million servings!!

Bo Short

Introduced three of the South Africans (all in thirties)

They covered in a summary fashion the 3 Point Plan

1. Structure

Build 2 legs. Your first leg is "tap root"

Everyone you place there has to place two of their first sign ups in that leg as well .

Now when tap root gets to 975, each person in leg only needs 525 in outside leg to reach RD

Then as Tap Root gets to 3900, everyone in leg needs only 2100 to get to ND.

Second Leg: build in the same fashion on Leg 1, and continue to support until each of legs 1 and 2 have 3 Leaders in them.

Insures each and every leg will grow "forever" so you don't have to come back and rebuild it.

Experience: usually takes 10 levels to find 1 Leader...so by 30 levels, 3 Leaders should show up

2. Science of developing You

System:

1) Listen to CD's all the time. Get them and then distribute to downline. Use every moment in car to grow.

2) Books: read great books then distribute those to downline as well. i.e. Books on autobiographies of great people.

Duplicate yourself.

3) Functions:

those who go, grow. Plug people into the system. Don't create another system.

4) Counseling (game plan) every BP

Reviewing of goals, set new goals for next BP

Where do they want to go.

Know every BP who are your Leaders? Only those committed to Leadership levels and growth.

5) Webinar

plug people in to the Webinars

Monday Night Live "like" every week

3. Leadership

For new sign ups, don't worry about this. When someone gets started, three things they need to know:

1) Have Fun

2) Tell Stories (financial freedom, importance of wellness, M5M, uniqueness of Mannatech "new footprint on earth")

3) Stay close to Upline

First coaching/counseling call is 1 and 1/2 hour. You want to establish mentoring relationship. Only after they already have started signing people up...

You also work hand in hand with new leaders...but let them know you will work directly with their leaders. Why? Need to have the relationship so they don't quit if their leader is not effective.

Darren Hardy

"Lock and Load"

Why are you not more successful?

Your results are only a fraction of what could be blocking you...

The #1 Myth: Your past destroys you. Not!

Your adversity is your advantage!

There is no magic bullet, no quick fix, no secret. Reality: Success comes from Hard Work.

One step at a time, one decision at a time, one meeting at a time.

Knowledge does not equal power

What you do with knowledge equals power

Ask yourself 3 questions:

1) Am I doing that?

2) Have I mastered that?

3) Would the results prove that I mastered that?

Rewire your operating system to be a world class MLM ...then you can operate at full potential.

Proven system to achieve your goals...goals you were afraid to even imagine.

Only 1 thing matters: **Your Choices**

Success is a result of a series of seemingly small insignificant moment to moment choices.

Penny compounding every day for 30 days or \$1 million?

Same effect on your life.

Why do people keep making bad choices? because the results are not immediately evident.

Every choice you make has a "butterfly effect."

We all need a gyroscope in our lives to get us back on track.

We all will suffer one of two pains in life:

The pain of discipline which weighs ounces, or the pain of regret which weighs tons.

As Jim Rohn said: Easy to do, but easy not to do..

Until you are willing to give 100% with 0 expectations, you won't win.

Take back responsibility for your life:

- 1) what you do
- 2) what you don't do
- 3) how you respond to what happens to you

What follows choices? behavior

It is not what you need to do, it is who you need to become.

Good habits: hard to create, easy to lose

Bad Habits: easy to create, hard to break

Three Point Plan:

1. Figure out TOP 3 Goals
2. Key behaviors to accomplish these
 - a. use products
 - b. share products
 - c. Share opportunity
 - d. help others get started
 - e. attend and build for eventsreading and listening
3. Weekly rhythm register
 - check them every day every week

Consistency is everything.

Massive failure is a must...removes the pain from failing so no longer any fear.

Get 100 No's and enjoy everyone.

Convert Fear into Fun.

Become unstoppable.

Here is text for all to share the audio/slides: 510-296-6208 - include your name and email address

Unshakeable, undeniable resolve. Draw a line in the sand.

Louie and Leone

Challenged all of us to get Mannatech into the Top 10 in MLM

Need to be a billion \$ company

No excuses:

best products,

best mission

"Start with Why" Simon Sinek book

What separates average companies from great companies?

Great companies have WHY clearly established

What do WE as the FIELD stand for?

We believe in building Leaders who are become bigger than us.

She reviewed the 5 Levels of Leadership

Learning

Performing

Leading

Developing

Develop Leaders who develop Leaders.

Most Leaders never get past level 3

Louie

Elbert Hubbard wrote about the spies in the Spanish War (Cuba)

2 spies caught and killed.

What should we do?

"Are you the woman who will deliver the message to Garcia?"

TAKE THE INITIATIVE...it is yours for the taking