

**REVOLUTION! Yes, a Great
Mannafest it Was!!!**
March 9, 2015

- The next “Mannatech Now” meeting at Corporate Offices... is Tuesday March 10th at 7:30 PM
- Mannafest 2016... April 6-10 register today!!! Plan to be there!!! Register at events.mannatech.com Keynote Speaker: Eric Worre
- Second BP of Incentive... now is the time to focus! Build your business. See you on the Mexican Riviera!!
- Last week of BP 3... Make it a great BP

Thursday Morning: Presidential Meeting

"REVOLUTION"

Ray Robbins:

If hear something, remember 15%

If see something, remember 30%

If you write something, remember 80%

Don't need new materials...have all you need

Revolutions: start with people who have almost nothing...look at Boston Tea Party

Unity is critical!

List:

1. 3 Point Plan

Structure Me Group Relations

2. New Person: have fun, stay close ot upline, tell stories
have greatest success in MLM from 6-10p.m.3.

3. Lots of work in this business

4. Show people how to have a conversation with anyone

5. Mannatracker

6. Weekly conf call

7. Regular emails

8. Bi-weekly meetings

9. Leadership Calls

10. Incentives

11. "Choose your Lifestyle" flipchart

Bob Adam:

VCR in South Africa

V = Vision

C = Culture

R = Rythum

Vision: \$1 billion company

Read books to grow YOU

3 books changed his life 2 years ago:

1. Think and Grow Rich

2. The Magic of Thinking Big
3. The Battlefield of the Mind

Vision throughout the countries and they have UNITY
to transfer your Vision you must have excitement!

Create the revolution here, then to your heart, and then outside these doors

CLUE #1: find people who have greater Vision than you!

"This will be a Billion \$ company and I will have a part of it!"

Paulette Roy

3 Powers:

Power of Unity...like a tapestry with woven threads

Different but when woven together stronger and more beautiful

3 Point Plan

Mannatracker

Power of Submission

Not about bowing down

Talk Unity...the power of taking unity and putting it into action

3 Point Plan

Power of Spoken Word

Affirmations

How we do anything, is how we do everything.

Ron Roy

Definition of Culture in Webster's

Gratitude for whatever we have!

Harmony

Integrity is the foundation of trust

The New Mannatech NEEDS integrity...

Even God used Milk and honey

"Why not you and why not Know!"

What does it take to be...

Hungry, Hone-able, Honorable

Hungry: not satisfied with status quo

leadership is managed frustration...this is a good thing.

purpose and destiny: most powerful in motivation

Hone-able: being teachable

sharpens our skills

continue with this for life

Roadblocks: Arrogance, bad habits, Ray Kroc: like or not, Afraid to take advice, Cynicism

Honorable:

Integrity: not doing the wrong thing

Character: doing the right thing

Credibility:

President Kennedy: Every action better 1 step closer to 1

Merri-jo Hillaker

Edification: It is showing **honor** and **gratitude** for other people, lifting them up with praise and recognition.

WHY? It actually creates an expectation of people which allows them to be powerful in your organization! It helps build people's belief in themselves.

It builds community. It builds an **honoring** culture.

Kirsten Pearce says "**it builds an incredible success quotient in your business...impossible to measure the awesome results.**"

WHO?

Upline, Downline, Corporate, Industry

NO NEGATIVITY PASSES YOUR LIPS ON ANY OF THESE GROUPS...EVER. Honor corporate...they were incredible in managing a shrinking company after the Tx AG event. It is easy when money is flowing, not when everything is so tight.

WHEN? always

In every day business for recognition

In doing 1 on 1's, in 3 way calls, at Events, from stage, etc.

WHAT do we edify: We edify the unseen things, not the seen things. leadership ability, honesty, character, integrity, ALL IN, follow up on a dime, "passionately committed to my business growth"

HOW? With as much exuberance as possible...

Edification reinforces them to believe they can do more, they can be better!

Let us together build a culture of edification.

Julia Zhu

Dream - Struggle - Victory - Revolution

Immigrant from China

Hungry makes people move forward

"When your hunger is as strong as your desire to breath, then you will make it happen!"

Use CD's books and TOMS

Formal Education gives you a living,

Self-education gives you a fortune!

But most important: mtgs and events

People buy what we are...what we are doing

Our product is PEOPLE, not Ambrotose!

People looking for all sorts of things: Mission, Purpose, Health and Money
when they come to the meeting, help solve their problem

Lead by example...make it interesting

Charlie Belt and Judy Quick

Personal Rhythm

Measured motion

Get into a productive rhythm

Rhythm is repetition

Compound Effect: Hardy's books shows results of repetitive action

5 Core ME Activities;

4 Basic Activities:

Build List, Contact and Invite, Presentation, Follow up and Close

"How basic is it to fall in love with talking to people again!"

STP's: not about you, don't be the expert.

People don't care how much you know...they care about Your Story, You Care

15 STPs per Business Period
If you get to RD...takes same activities to get to PD

May

40/40/40 Plan
Personal Development
Growth and change
How hungry are you?
Once your WHY...then crystal clear
If you are not Hungry, nourish your WHY
TOMS: critical for growth
5 Leadership levels in Orrin book
At events, always have emotional experience so get to events!

Jack Welch, Pres of GE

" I gain knowledge and apply it ...you don't"

Put your belief into action

"Health revolution" but also "Leadership Revolution!"

Al Bala

It is a Revolution of thinking!

We need to help change peoples' thinking.

Understand where the world is going and get to the people losing jobs before others do.

REVOLUTIONS: New Economy (Sharing Economy with uber) New Leadership, New Wellness

There is a bunch of people out there willing to work for nothing...!!!

Are people willing to make a lot of money? That is what we have to offer!

No revolution w/out People

Our Product is People!!

We need people skills.

That is a revolution for Mannatech

What attracts people? VISION Be a part of a revolution

"STP" three most important letters we need to leave with.

COMP PLAN:

Mostly stay the same through BP6

1) Getting rid of Power Bonus Credits

All will disappear BP6 if unused (accumulated prior to BP3)

2) New BP 4: "1-2-3"

bring in 2 AS, in 1 BP, get 3 DB's

Purge of Old Names in file:

Probably won't happen until end of year...plenty of lead in time

International: reviewed by Diego Mejia and Russ Wood

See notes from the Mannafest training

Thursday Night: Mannafest Kick Off

Rob Sinnott

Cutting through the "Fad"...to get to the Lean

At any given time, 50% of Americans are on a diet!

What drives these "fads"? Class reunions and weddings - to fool their friends and classmates that they are living a healthy life.

Better Approach:

1. Eat healthy and exercise daily
2. Intelligent supplementation (Mannatech is all about this)
3. GI Tract Reengineering (GIRe) - This is NEW: brain, immune system, all interact with digestive tract

Problems: Our Western Lifestyle:

Choices and habits

Sedentary lifestyle with passive entertainment

Quantity v. quality (Costco premise for existence!)

Nearly 50% of food is wasted (i.e., fruits and veggies in the "the rotter")

Food preservation chemicals prevalent

Food scientists focused on wrong targets: taste versus nutrition

Time for a Revolution!

New wellness revolution developing as world recovers from recession

Personal devices will increase awareness (Fitbit, Apple watch)

Wellness technology and apps will leapfrog in next couple of years (i.e., fun games based on activities, fitness, virtual sports meets)

Current nutrition marketplace is still too complicated for most ordinary consumers

People desire simple , credible solutions which Mannatech offers

New tools will arise: wearables monitoring blood sugars, heart, etc.

Wellness is a Personal Journey

Start with personal WHY; are you ready to take control?

Our Unique Approach: GI Tract Reengineering (GIRe)

"Our GI tract is most complex organ in our body by far"

Positively change your GI tract Bacteria

Glyconutrients

Probiotics

Healthy food choices

(a lot of puffiness in your tract is lack of GI functioning)

Your GI Tract produces co=factors, vit B12, VIt K, cortisol cytokines

People are now going through fecal transplants...there is a better way!

Slide:

100 T cells of 1000+microbial species

100X more genes than human genome

Genes associated with carbohydrate, amino acid and fat metabolism

Affected by diet antibiotics preservatives, stress, environment

2 different bacteria that determine a lean or not lean body ratio- Bacteroides-Firmicutes

Some research has show that higher Bacteroides associated with leaner condition

Certain probiotics and prebiotics can increase this ratio

Preclinical studies show that Ambrotose and Advanced Ambrotose had impact on both.

GIR Basics:

1. Eliminate processed and fast foods from diet
2. Abundant fresh filtered water
3. Lots of fresh fruits, veggies
4. Lean proteins
5. Lots of probiotics, morning, noon and night
6. Kefir, yogurt, Ambrotose, Osolean and GIProBalance

Immune system and nervous system interfaces with Gi Tract

Products in CEO Pack:

Advanced Ambrotose, Nutriverus, GIPro Slimsticks, OsoLean

Basic:

Dr. Sinnott's Secret Smoothie - July 17, 2014 - on YouTube

Nutriverus, Advanced Ambrotose, Osolean, Kefir or yogurt and 100% juice

Lunch & dinner

Gipro- 1-4 times daily

Fruit and sharp cheese

Lean Meat

Fresh Steamed veggies

Limit Starch intake

Omega 3 with D3

Sleep is as Important as Exercise: emotional issue for some/sleep is not laziness

Hormonal releases related to sleep cycles

Set Goals Properly:

Clean up your diet: don't start fitness program and diet at same time

Set reasonable goals and be patient (don't look at scale for 4 weeks)

increase calories burned (each day)

increase metabolism (i.e. number of mitochondria)

decrease caloric intake slowly

Set an example!

Al Bala

Wellness revolution is embodied by our CEO!

"I CAN DO THIS!"

This revolution is a personal decision we make everyday. It doesn't happen until you decide.

People are not looking to sell powders and pills. They do however want to be part of a movement!

You are the crazy ones...design your future, you dare to believe in your dreams.

HUNGRY! You need to be hungry, fire in your belly. Paul Zane Pilzer is excited about the future of our economy. Only 20% of people will have jobs in 20 years. In France, 7000 apps for each job opening!

New Economy will be a sharing economy.

"Uberize us"...a lot of people out there wanting to make just a little bit of money!

New Message: REVOLUTION in Mannatech...I CAN DO THIS!

Recognition:

1-Top Rookies of the year (Canada, Us and Mexico)

"this business is painful so you mine as well build it fast!"

2-Top Enrollers

US: Rodney Fleetwood

"Never allow anyone to tell you you can't do it."

"Get started, don't quit, keep going!"

Top Business Builders:

"Just love the business

Just love your upline, downline.

Lots of praying, lots of work, lots of support, and it will work for you!"

3- Top Business Builder Luciano Fidalgo was #1 in US

Giving Spirit Award:

Gary Sanford

Sam Caster Award:

Susan Wakefield

Sarah Bowen

M5M Foundation: Gave her vision

Desires the field to connect with her and support the entire visions of getting these products to local US towns as well. Taled about early mission trip to Russia then Uganda. Built her heart for missions so this is the absolute "dream job" for Sarah. Landon Frederick new Chairman of the Board for M5M Foundation.

Friday Morning

Rob Sinnott

100 Patents now...others have none, but closest competitor is like 47. Top company doing \$6 bill in sales has 1!

20 years in business: 5 patents/year - most don't have any!

TESTS for Patents:

1. Prove completely novel; makes a difference
2. Inventive step - beyond what an ordinary scientist could put together
3. Industrial usefulness

KEY: Gives us protection - basically others are selling commodity products.

There will always be a demand for the best - people who are educated about the difference. Products with patents:

Gi-Pro Balance

Ambrotose

Phytomatrix

AO

Dr. Steve Nugent

Uth: you will want it by the gallon!

Competitors use

1. Swelling - causes wrinkles to disappear temporarily
2. Filling in.....Bondo (like using Bondo on cars...just filled in but here, temporary
3. Tightening (drying agent)...If you pull it tight it can do it; temporary

"You have no competition when you understand what goes on with Uth!"

We don't use shortcuts - we use science!

1. Patented Microsphere Delivery system
2. Our exclusive Natural Manapol Glycan Technology
3. More actives than any leading competitor

The Science Behind Uth Video: L'Oreal calls glycans the "Holy Grail" of anti aging

We are the global pioneer in nutritional glycobiology. And we own glycan patents.

Synthetic glycan molecules are symmetrical

Natural glycan molecules - asymmetrical; must fit in docking sites and need to be asymmetrical to do that.

(See attached Comparison Chart)

For great skin internally:

Ambrotose

Ambrotose AO
Omega 3's with Vitamin D3
If only 1: AO

Dr Kassir

Biggest organ in body: your skin
Skin serves as barrier for outside intruders, and regulates the temperature of your body
Impact skin: skin type, photo damage, lifestyle

Uth versus treatment:

Top Layer: epidermis...no blood or nerves, just skin cells

Middle layer: dermis...blood nerves and collagen

Beneath dermis: fat and more collagen, nerves

4th layer: muscular

This is where Botox works...freezes the muscular: quick, immediate and temporary (paralizes tissue)

Uth: works on first two layers so slow, steady process to improve skin
think in terms of 5-10 years, not tomorrow when you do something consistently

Can't make one product for everyone since everyone's skin is different: damaged from radiation (if cancer), thyroid or diabetes damage skin, sun exposure, etc. BUT if you "feed" it well everyday, consistently...you will improve the skin. Use Uth!

Panel:

Dr Kassir, Jackie Padt, Al Bala

Padt: fillers are just basics...need actives! fillers: eg, baking cake with basic ingredients - if making a creme you have to have an emulsion - so if want carrot cake you start adding to the base. So if only had filler and base it won't do anything - but if you add the active ingredients in Uth, Now you have something!

Kassir: main issue with skin cream is penetration. need to get to dermis
Dermcom (crocus bulb extract) works by cell cell signaling with growth factors: kerotenesites signal growth factor get fibroblasts to make collagen. First to think of this.

So, Dermcom spoke Mannatech language.

Add Mannapol and in transdermal delivery system...perfect!

Padt: Last year at Intl Skin Care Show in Paris and guess what they talked about? cell to cell communication! Mannatech is already beyond that!
"Not a competitor who can touch us!"

Kassir: New ingredient: Denacca from Burma - natural sunscreen and makeup.
Due to so many actives in Uth expect some will have reaction! Only 2 out of 200...Also people are using it also as moisturizers.
Viola Tricolor extract: regulates the plumbing in skin (aquaporins). This is the hydrating component. But not a moisturizer. ***Anti-aging is the word to describe Uth.***

Padt: 34 ingredients in Uth, 20 all natural; more actives than any other product, actives come in complexes. Can't build one without synthetics in that all water will generate bacteria or mold. Many products say no preservatives but not true! Whole Foods approves preservatives in skin care like ours that come from sage.

Kassir: cremes need preservatives to hold the form and to prevent bacteria.

More actives than other products . You want more protection in your moisturizer. If dry skin, need a good barrier to prevent water escaping

Monin Merker

Internet university for skincare; Device to detect hydration levels of your skin

Glow University...Common concern:

1. appearance of prominent lines and wrinkles
2. tired and dull looking skin
3. rough skin

13 conditions the machine picks up: red patches oily skin, dead cells, dark circles, dry areas, etc.

Machine crosses nutrition - skincare line for you - it's an educational tool - calls it the confession box. It can tell if you are using the products properly!

Time is now - we are the pioneers! "Truth with Uth"

Angela and Terrie on stage for Skin Care Winners

Ron and Sherri Fisher from Canada and Lawanda Murphy Klein and Bert Klein won Faceoff and were taken to the skin care production facility to tour.

Joel Bickman

May/June Uth Cleanser and Moisturizer so "3 piece Uth System"

like us at facebook.com/mannatechinc

facebook.com/M5MFoundation

allaboutmannatech.com great info to share

Post: Use hashtags for topics and trends

Jim Harbaugh analogy was used to present these tips:

1. Learn from the past, but don't let it define you
2. Follow a proven system
3. Practice and play at the highest possible level everyday
4. Quickly move on from the things and people that aren't working
5. Improve your mind
6. Love the game
7. Believe! more than everything else
8. WHO'S GOT IT BETTER THAN US? NOBODY!

BELIEF: We have

13 randomized double blind, placebo-controlled human studies.

17 published studies

MFM Foundation

NSF: note supplement big box companies - we did this before it was cool to do this.

3 Point Plan

Highest paying comp plan in the Industry for publicly held companies

180 day satisfaction guarantee

WHAT ARE YOU GOING TO DO ABOUT IT

1. Build belief with your team -set goals
2. Go back through your list - reintroduce Mannatech

3. Connect with networkers - ask if the company checks all the boxes

Recognition: New Nationals

Bob Adam

Mannatracker

Significantly 40% achieved more than had written goals and actionable commitments and shared with another person.

Main point: building habits

I want to check off and DO the items on the tracker

Not a skill level issue - it is a commitment issue!

Keith Gerber

Send invitation to downline - then CALL (important) and explain why and benefits, how you can better support them.

Big benefit: most in this industry have history of bad habits - the tracker will support substituting good habits.

Total daily points = 16 points - what if everyone on your team would get 16 points daily? Your business would explode

Send the report to upline weekly so they can identify potential hiccups

Friday Afternoon

Stan Fredericks

Record sales 2014: \$190 million, up 7%

\$28 million in the bank; Equity: \$31 million - up 35%; profits up over 100% to \$6.5 mill

Warren Buffet 4th rule on Investing: Return on equity of 15% - earnings divided by equity. We are over 20%!

1 area of no growth: associate base, which is focus! Need Better than 230,000 for 2015!

Stock dropped after announcement of earnings: last quarter of 2013, we announced Uth, so this year we were up against to the comparison 4th quarters.

Bill Ackman is determined to take down Herbalife- keeps shorting stock, etc. - raises questions about our industry. Surveyed 3500 people (Harris)

1. 2/3 of people have purchased from direct sales in past year,
2. 93% who sell products in industry made money,
3. 82% said they were satisfied with purchases.

In spite of his efforts, DS sales globally were up 8%: \$178 billion. People know it, experiencing it...96 million selling globally.

Getting to 250,000 associates is his goal for us for 2015...increase by 20,000

Eagle video You have not failed until you quit!

Important that people know they can change their destiny (if they change their mind)

Pain passes, champions are forever!

Bob Adam

3 Point Plan

Leadership revolution: Principle: 1900 people at events - 19 presidencies - ratio important; clear about the incredible importance of a vertical dedicated leadership - mentoring, training, leaders. It is the cornerstone of this program.

Keys to success:

1. Vision
2. Culture
3. Rhythm- personal and company - predictable

Vision:

1. For the company
2. For their personal business
3. For the development of leaders

Shared excitement: can tell who the leaders, guests were! Contagious and consistent

Vision drives everything else

3 Powers:

1. Unity
2. Submission
3. The Spoken Word

Three H's:

1. Hungry - Critical - to learn, earn, change their world If there isn't a hunger for success you can't take them very far.
2. Hone-able a teachable spirit
3. Honorable (integrity)

Cultural Elements applied:

Vital signs (metrics)

Being Healthy (a healthy ND)

Achiever level (strategically interwoven toward silver)

Power in the Mentors

KPIs: Can predict growth level (pyramid - listed in descending order)

Status KPIs: Leadership level, GPV, \$\$

Growth KPIs: Enrollment, AO's, Leadership Development

Predictive KPIs: Vital Signs (Events, TOMs, etc.)

Luciano Fidalgo

Overview of 3 Point Plan

You need to take responsibility

It is a SYSTEM so use it! We have unity around this. And it is duplicatable.

Dr. Stephen Hines

Personal Development

Belief + Commitment = success

People don't want to know what you know - they want to know what you believe.

Focus on other people...get rid of self so you can succeed

Thoughts become things.

Vision is big, but the steps are small:

The Compound Effect by Darren Hardy

Start With Why-emotions create belief and decisions

Think and Grow Rich...Steve had been conditioned to think very small

Needed to Know:

1. Could I do it?
2. Will someone help me do it?
3. Will we succeed? Income as result of value

Go Pro, Eric Worre gives list of skill set

The Wellness Revolution, Paul Zane Pilzner
Mannatech is a journey: shared belief system

Merri-jo Hillaker

Achiever Position- about all 3 points of 3-point plan

Activities:

1. STP at least 15 times per month
2. Daily dozen tracking sheet (Mannatracker)
3. 5 Core ME activities
 1. 4 CD's
 2. 2 books per month (2nd at Achiever level)
 3. Monthly training Show up each month - broadcast
 4. Weekly Webinar - not yet - probably B4
 5. Master Counsel Session each BP

Structure:

2 qualified RDs in each of 2 legs

Group relationships: helping drive their business, coaching, and keep presence at bottom of the leg - RD is not a leader yet, so need to support their leaders

Achiever importance:

Building leaders for sustainability/residual income - the beauty of this model:
where the business will run with or without you!

More important to have Achievers than Leadership levels - levels only give you volume; leaders give you sustainable business!

Cycle of Leadership Noel Tichy. A company's success is directly tied to its ability to create successful leaders.

Launching a Leadership Revolution

5 levels of Influence or Leadership

Science v. Art...More into Art at each higher level

Change your thinking - change your life!

"The person you are today is not the same person who will be making \$250K+ per year"
(from South Africa)

Paul Zane Pilzer

11 BOOKS, OWNED 6 COMPANIES, Wharton school of Business, Prof at NYU
Economic advisor to 2 White House adm. Advises emerging wellness businesses.

1. In next 5-10 years: Massive economic abundance

eg. LED lights did whole house each being \$8 and lasts 50K hours and costs the same as the old ones! More light and uses 1/5th the electricity, so your electricity bill goes way down too! Uber driving, etc. Technology is changing this world in such a rapid pace.

Uber - 9000 driver will replace 40,000 taxi cabs in New York!

In 5 years, Apple and Google will replace drivers in new cars.

Real Estate: interest rates - will go to 1-2% because those who deliver the mortgage won't be around; cost of \$1 million houses will be nothing.

With technology, everything is getting cheaper and cheaper, resulting in massive disposable income.

2. Going industry by industry - 50% of people now working can produce everything we need as a society with existing technology. 50% will lose their jobs.

THINK: desert island: fishing by hand - then missionary introduces a "net" - now 10 fishermen will be replaced by 2 men. Advancement, but 80% unemployment. Now we have choice:

1. Which 2?
2. Let's tax the people who use the net and then give it to everyone else. Work hard and then take away 100% 1/2 the world adopted this philosophy: communism...and it did not work...their economies collapsed US used marginal rates of income - progressive taxation with FDR.
3. Right answer - when 8 don't have to be fishing - they say I'll teach, heal, fix roofs, etc. then barter. Re-employ, specialize.

Right now a massive net: What will we do politically to fix this?

Capitalism has been adopted in every country - but our greatest challenge politically is economic: how we handle the net, can be our biggest opportunity. Also, rest of world copied us so our problem will spread like wildfire.

50% who use "the net" will double their income. Those displaced will lose their job, not in 50 years, but will happen very fast. Unionization, etc., used to make it a slow process... aren't there any more.

GDP will grow.

We have moved into the age of the Entrepreneur:

The tools are being made for the individual!

There is no choice: because we have structural unemployment (like the fishing net)

We are incredibly more wealthy- but now it's about lifestyle

Economy growing incredibly -GNP Massive prosperity coming BUT:

Unemployment is growing fast as well This is bifurcation!

eg gas price - less than 1/2 price fast - within 10 years we will have free electricity

Moving to single employee household because 1 person making so much money.

3. Health Crisis: 20 years ago Pilzer had an epiphany...wished he had stayed in science. No one wanted economics but he noticed the people he was talking to at a meeting were aged, malnourished, obese and overweight. Hence, the New Wellness Revolution.

Something terrible is happening. The poorer you are the more overweight you are in the US! - Not happening other places or in the past.

20 years ago 20% were overweight/obese

Now, 65% overweight/obese! And that is after the Low fat faze!

Used to look at race, ethnicity to predict income...NOW weight and health define future income. No more rich, fat men. When they get rich they start looking better, getting healthy! WHY? Not just weight - it's nutrition and the amount of disease it comes with. How is this happening? How did 2/3 of population get like this? "Why are we living behind the iron curtain?" Not a biology problem. It is a food problem!

a. Economics is the true cause of our terrible diet. \$1.5 trillion is food industry which is 95% processed, fast food and making it so it will last for years. 5% from the land. They just want to sell more food. Easier to sell new product to existing customer than create new customers. 1) Most obese but will consume 50% more food. Potato chip Marketing

(10% of customers buy 90% of your product) so when someone breaks open a bag they need an ounce to feel satisfied so they make 7/8 of an ounce. 2) Banana analogy after eating 2 you don't want more, same with apple, orange (all have lots of nutrients). God made it so you eat what is needed in nutrients, then no more taste for it. Now a MacDonald's french fry - you keep eating them - man made it so you will never stop eating it. They will use colors, different flavorings, people you admire, etc., to enforce eating the "junk." Big picture of food companies - causing huge medical problem because it is unlimited expenses to cause people to consume more.

b. Then looked at medical industry - much worse - focus is on symptoms - good people but driven to make money. The drug will treat the symptoms of the cold, buy need it every day. 97% of drugs are for "maintenance" that you take every day for the rest of your life. Why go thru the FDA and spend all that money for a one shot sale?

c. More he focused on problem - more discouraged on how bad the situation is bad. How long will the economy implode - 1/5th of economy, \$4 trillion, 1/2 goes just to Type 2 diabetes on sickness care. Then, found that while 65% is overweight/obese, in the rest of the 35%, 10% were getting stronger and healthier reversing the equation. People spending money proactively on wellness and redefined healthcare: sickness industry focusing on symptoms. Wellness industry what you spend to not become a customer of the sickness industry. Slow the effects of aging.

d. Now wellness has become a Trillion dollar industry. Our economy is still bifurcating. Economy is still selling to 10% - so need to convert the rest. How do we do this?

Wellness industry to double in next 5-10 years:

4 reasons we are in the right place: Reasons Wellness will get to Trillion

1. Demographics: baby boomer population most focused on wellness born 1946-1964 - 78 million people. Then went to 50 million - an amazing drop in population 25-26% percent - but 50% of spending. In lifestyle and attitude do everything they remember in their youth: "oldies" now "retro." Baby boomers have 2 X the disposable income. Now they want stuff that will make them younger, now just make them look younger.

Interested in anything that will make them younger.

2. The consumer, once they have an impact - like they see something that works - they have unlimited propensity to spend on this. Quantity demand: demand you never knew you wanted before and now you want more of it. First you buy, then go up in Quality. Japanese figured this out: flooded market with cheap products, then they switched to Lexus, Infinity. At the end of the line desire is never sated! You shift to higher quality. NOW switch to nutrition: You have them buy product and you need to be there with a higher quality (eg., New York Times expose on bad nutrients). When you intro a new item like wellness, they will go after quality after become more educated. At first you intro the concept. Often takes 7 impressions to get to the sale. Then they love the product and becomes part of their consumption.

you are in MLM - you need a higher quality product.

3. New products/services will come out at unbelievable levels that allows improvement. Wellness: we really don't know the program of aging. 10% believe in the wellness industry. Aging is our best ally on why someone needs wellness products

4. Wellness (growing at faster rate in last 15 years) v. Sickness (\$4.3 Trillion) Biggest problem is how are we going to pay for sick people: 50% is spent on diabetes. Most people don't know there is more we can do besides vaccinations.

320 million people in US. Incomprehensible when we look at 2/3 that are overweight/obese - a screaming symptom they have a serious malnutrition issue. Half the

population take drugs every day to combat the issues stemming mostly from weight. We are exporting these awful issues globally.
Focus on our potential to change their lives!

FRIDAY NIGHT

Dr. Sinnott and Al Bala interviewing Paul Zane Pilzner

1. How might we position ourselves to participate?
 - a. become a customer and believing we have more control over our bodies - to do stuff to keep from being sick. You have to believe and walk the talk.
 - b. Become ambassadors for wellness/ first responders in the wellness revolution
2. What business model supports an ambassador - where you get paid for introducing wellness
3. What is the essence of the sharing economy? It is the biggest business phenomenon in the last century. What if you could connect everyone to share rides? The sharing economy started with the AIR B & B when kids couldn't afford a hotel! Now it's an \$80 billion industry.
The Sharing Economy - Sharing Revolution - you leverage opportunity to share.
eg.,explaining Uber, any one here use Air B & B? rents only to graduates from Oberlin college. Share electric drills: only used 8 % of the time, so why not have place to store 1 in community so all can use. Cars that you spend money on but don't use much - share them.
4. How does this fit into the Direct Sales model? Gives you access to incredibly oriented customers: prospects who may need a business opportunity? Match people up. Put a prospect in the car with you and ***you double the value*** of what they paid for the car.
Business model on steroids!
5. Wellness Revolution took a little longer: can't blame demographics. Maybe it was the complexity of shopping for products. Our model offers advice: looking for technology but in a digestible way and need human interaction. Internet is not the place: people visit internet to get reinforcement, not to make a paradigm shift. Also, running into massive amounts of free time. Making a wellness sale requires a change in paradigm and will not happen unless face to face. In addition, Direct Sales business model is an opportunity.
6. Prevention isn't always what people think about - what will make this easier? Usually a 1st wellness experience for a health issue. Paul had issue with knee that he fixed with glucosomine: not funny when doctor would cut you open, etc. so thought maybe a Harvard degree didn't mean the doctor knew anything!
7. LED light bulb and Uber as examples - what about wearable wellness technologies? Waiting for Apple tech, Fitbits.. why you need companies like Mannatech that has the technology. Lots is attributed to genes which is mostly not the case - you can control more than you think - eg you see differences in the same families. Technology so fast... Be able to extend life by 100 years as we understand more in the next 5-10 years.
8. Need to crack the 65% that are overweight/obese that are being left behind. Wellness is embraced by the rich and good-looking!
9. 50% of the 160 million jobs will be eliminated. You see this starting in every industry, including schools.

10. Wealth creation, technology multiplied by resources there is unlimited opportunity for wealth creation. Unlimited Wealth is wealth for the individual: Wealth = physical resources (P) X technology (T). T used to be a constant because W= how much land, etc. We used to have wars to get wealth! T used to be a constant, now it isn't - changing rapidly!

11. Direct Selling: what are some things that make it a great opportunity - especially for the millennials?

- a. Gives opportunity to everybody
- b. In control of your own environment
- c. Give everyone a chance
- d. Great opportunity is in the distribution, not production.
- e. Ultimately the greatest gift is to teach someone how to fish! a business opp.
- f. You get great feedback on now being able to control their own destiny and may give them the tools to do something else later. So, you can't lose because you are spreading hope for controlling their own destiny. Business doesn't invest in people they use people! ***Direct Sales invests in people and this is critical for turning around our economy...solving the bifurcation issue.***

Millennials: Not caring about driving license - only 60% at 16-17 have license. No need to own a home...into good times with people, good memories. Fits into Direct Sales because it lets them work in their own time. eg, have time to put the kids to bed!! They are very into controlling their own hours and not wanting to accrue vacation hours!

The highly held careers are the ones that can be replaced with technology. People interaction is valuable. Direct Sales is people and relationship focused. They want a job that has an impact on people's lives. I want to be face to face with people I help. They want a job that has a meaningful lifestyle. They don't mind working hard, they want time to put their kids to bed. You can go to bed saying "I feel good today" and can't say that about other professions.

12. Baby Boomers - Forbes article need to fund unfunded pensions, etc. Paul can't see retirement ! Need to find something that is fun to do! We really want to affect other people's lives and feel good, not just spend what we earned. You can slow down, but you can't do that working in an emergency room. DS offers people connection and work for as long as you want it.

13. Insights on globalization of DS. Just getting started. International opportunities more globally than in the US. So worldwide has become a way to expand this way of working. China needs to figure out how to tax

14. Will people become more successful in reversing aging process? May take a decade - we should live 5000 years because our brains don't wear out. If we keep the rest of the body in shape the brain cells will live for a long time. Was more concerned when had a small child about his health. Research theory says if you half your weight you will live longer. Why do cells replicate older? we are close to an answer.

15. Uber example: on other side there are so many people that won't make a change to increase their income. Many are eliminated from the work place because they have

social limitations like taking care of parents, kids, etc. Up until now you are it - but not on people's radar screen. Uber is best place to recruit Direct sales people.

2 tidal waves about to hit our industry: (1) people embracing wellness, (2) people who have disposable income.

16. Close to getting to measure our bodies and see results from products. 50% of wellness products work on a placebo effect! So, we have to have a belief and real science Rather take the placebo if drug is only 20 points more effective than the placebo!

If really wanted to solve health issues, people would be into wellness and our products.

Bob Adams

Facts tell but stories sell!

Heard testimonials of

Johanna Bala

The Enabnits

Julia Zhu

Johanna: GPD in 7 yrs. Met Luciano 20 yrs. ago. Had nothing when she came to USA. 2005 in jail falsely accused by husband. Somebody in court gave her \$100. Had green card & kids. Homeless & destitute. Could hardly speak the language. "Decided that my reality didn't have to be my future." Changed her reality by changing her choices by changing her mind-set. The things I had been thinking led me to the choices and horrible reality. She started reading books on money, personalities, self-improvement. No TV. Dream board in sight, expanded to five big boards. She has a dream for everything ~ all aspects of her life. Do your do's. Develop the habits necessary. You need to work. We are our own worst enemies. Your boss tells you to go to a convention and you do. But you can't be boss enough to insist that you come to Mannafest?! Bought a BMW three years ago, a Porsche last month. Focus. Do what you have to do! Imagine how many lives you can impact in a wonderful manner! What is God calling you to do? You aren't in Mannatech by mistake. Fulfill your purpose.

Enabnits: Give goals which will stretch others which is what Ray did with Gene. Gene did a presentation on a plane to his seat mate in between breathing into the oxygen mask while the jet was in trouble. The passenger showed up at a meeting just to learn what in the world had him so excited. "The road to success is a toll road with speed-bumps called friends and caution lights called family. And a driver called God. Are the tolls worth it? Absolutely!! Your decision to attend Mannafest was a very important one. Most give up just before success. God is in control of Mannatech." When no guests showed up, they would train the host & hostess. A football player faces eleven negatives which he needs to get through. Car wrecked by 18-wheeler so to get to meeting, had to buy a new car since no rentals were available. Our job is to help people make money. Gen 8:22 plant your seeds and you'll reap your harvest. Drove from Chicago to Minneapolis in a blizzard to pick up Ray who had been in Chicago with them for a meeting the previous evening!

Julia Zhu: (Happy Team since '07) College professor immigrant w 13 yr. old son in Canada to find a job so husband could quit her job and join her. Two jobs: kitchen assistant and electronic manufacturing. Worked very hard. Came a half-hour early but laid off after three weeks. Told that was normal. Got office computer job completing in

4 hrs. eight hrs of work. Laid off because too efficient. Gave up hope of finding a steady job. I must control my own life. I hate to be laid off. Used M for Mom, got good results, realized the business opportunity and went to Mannafest which impacted her mind and heart. Vivian's story inspired her. Made the decision to never miss an event. Husband resistant. 32 No's initially ~ won't even use the products. I can't break my own promise to myself. She started getting educated. Spent \$400 to get the recommended CDs, books, etc. Started with Think And Grow Rich. She understood affirmation when she felt discouragement. Got a job as a drafting clerk. She starts planning to lay off her boss. Avoided chit chat during coffee breaks, etc., to better educate herself. Utilize a mentor. Horrible air pollution in Bejing. Discovered her purpose in life is to help people improve their health. Let's together change the world!

Saturday Morning Session

Wellness Applied to Life

Mike Greer

Incredible athlete and 76 years old. Has run 361 Triathlons; his wife, Marti, has run 180 Triathlons. Plus 12 Ironmans. Finished Kona Iron Man (Oct) twice. Took products for 15 yrs. Retired Lt. Colonel, USA Triathlon-Past Pres. of the Board and Interim CEO, President of the Board of Professional Triathlon Association, etc etc.

When first started on Mannatech products, completed Iron Man in New Zealand in 3 hrs., fastest he'd ever done it due to Mannatech products...in all three facets of Ironman he beat his best time.

Knocked over by a dog with lots of injuries years ago, doctor said no way you will race for months: 3 wks, swam 1,000 yards; 3 wks biked, won age group in Midland Triathlon and Odessa Triathlon the next day. Age 75, motorcycle injury recovered like a 36 yr. old!! Doctor said impossible.

Marti named to Alabama Hall of Fame for gymnastics.

6/28/15, Lubbock, TX at Buffalo Springs Lake 70.3 miles Ironman **sponsored by Mannatech**. Mannatech committed to being the title Sponsor next year!

Ricky MCBO ("Chia")

Won Cross-Fit event in Miami a couple months ago. Has been using Mannatech for six months. Unbelievable!

Gary Sanford

Virtues of Network Marketing

19 years w M; PPD. Network Marketing: Purest form of Free Enterprise: no external barriers to entry, self-limiting barriers only. Potential for Strategic Partnering: company relationships, individuals seeking business ownership, other associates/teammates with similar values, interests and needs. Perfect "B" Business: systematized wealth creating asset. "You enrich yourself in proportion to the quality and quantity of your ability to enrich others" the Law of sustainable success.

"If you will know the truth, it will set you free"

NWM paid out \$71B in commissions; those making over \$1M collected only \$1B of that, the rest (\$70B) went to the others those at lower levels! 80% of bankruptcies in 2008 linked to health!

Personal benefits of joining Mannatech: No need for your own R&D, no capital requirements to open internationally, no legal/regulatory costs, no basic customer service

needs, no maintenance or investment for data base management, no sales and marketing department expenses, no incentives department, no event coordination department. Very low start up costs, low overhead, no employees, no account receivables, no account payables, no payment processing, no data entry department, no shipping department.

Virtues of Network Marketing in general: Freedom of movement, in business for yourself but not by yourself, unlimited potential, no glass ceiling, part time or full time, set your own hours, active retirement strategy, develop your own social network, develop your own personal franchise, develop life skills, communication, attitude, overcome fear/doubt/rejection, develop leadership skills, develop teaching skills, mechanism for genuine wealth creation, women excel in supporting, coaching and nurturing relationships, develop the ability to dream big,

Mannatech, the #1 Network Marketing Opportunity in the World! 100 Patents have been issued, granted and validated in major global markets pertain to Ambrotose, AO, GI-Pro Balance, and PhytoMatrix product formulations and in the field of biomarker assays. Currently, 17 human clinical trials have been published, 13 of which were double-blind, placebo-controlled studies (the gold standard for product validation!). Purchases placed by Mannatech customers and associates in 2014 generated a total donation equal to 20 million servings of PhytoBlend powder for children in need around the world. Travel the world visiting your businesses because the sun will never set on your businesses.

USA Today conducted a poll that determined the two things that keep people awake at night are their Health and Finances. These are inseparable basic needs for happiness. We are Messengers of Hope for better finances, improved health and time freedom to pursue our purpose and passion to serve others including underprivileged children suffering from malnutrition.

Ray Robbins

To be successful, we may need to learn to be more attractive: Important Characteristics:

Smile frequently - if someone is being negative, put a big smile on your face!

Show up for everything - BE THERE!

Try to be engaging - don't do all the talking - LISTEN!

Enthusiasm (feeling God within so it is overflowing)

Make contact - touch a shoulder - hugging not always acceptable - when you shake hands put the other one over the hands

Submissive: you are willing to take their power - not to dominate yourself

Hungry: want to more involved in life - eg, for this mission

Reading

Respect- for everyone - learn to disagree without being disagreeable. Say: " I used to feel that way,"

Be friendly, honest, passionate, reliable, encouraging, listener, respect, be an example of what you offer. Don't be overpowering or aggressive. *How to Win Friends and Influence People* was one of the first books Ray read.

Al Bala

International Expansion starts with local foreigners who have family and friends back home. Never before in history have we had this kind of opportunity with the tools and technology available. Enhancement: You can now split income with those in foreign countries who will take care of training your new prospect there ensuring their success. This international sponsoring should be in place by end of this year. Someone

struggles to open a foreign country (24 so far) and now all of us can participate without spending lots of money and time or learning a foreign language in order to go there ourselves. We can now ‘pay’ the experts there to get the job done for us! Thus, a big business abroad can be built for us!

Diego Mejia-Opening Colombia

GM for South America (got Mexico growing and now focusing on Colombia where he was born). He grew up with Network Marketing. We already have a global seamless comp. plan, the best products (backed by science), 20 yrs. of experience, and a transparent (public) company.

Colombia the “golden door” to 389M customers.

#3 MLM country after Brazil & Mexico in S.A.

Market Pre-Launch under way. Monthly pre-launch meetings:

Lydia add chart here

Ricxabeth Solbalvarro

Latino Movie Star Actress: Loves Oso-Lean, Plus, etc. Travels with Mannatech products on board (checks everything else). She’s going to work Mannatech along with her acting career. She loves to help the children. Major feature with UNIVISION is coming out in May about the same time we open Colombia.

Russ Wood - Opening Hong Kong

New GM in Asia; caucasian who speaks Chinese fluently. Dua ah?! = “I really agree!” Solid international expansion strategy and perfect timing.

Country management teams & infrastructure. Chinese are hardworking and loving. Plan and grow your international team.

Who do you know? Who do you know who knows someone in Hong Kong? Hong Kong is the gateway to Asia. 14 hrs ahead of Dallas, SAR of China, 407 sq. mi, 25% developed. Drive on left, Nat'l sport is shopping, 135 buildings over 40 stories tall, 15 at least 70 stories tall, 8,000 taller than 14 floors (2x more than NYC) 7.2M people (17,024 per sq.mi. Office in Kowloon. 35th floor on Hong Kong Is. hk.mannatech.com web site.

Meetings open to all, culture of trust. March 11 (Weds) meeting, Plaza Meeting Room: Regus Business Centre, 35/F, Central Plaza, 18 Harbour Rd., Wanchai, Hong Kong. HongKongLaunch@mannatech.com. New warehouse: V-Logic Inc., 1003-5, 10/F, Phase One Modern Terminals, Berth One, Kwai Chung, Hong Kong, very close to the subway.

Bob Adam 2015 Mayan Riviera Challenge Incentive

Location: Hyatt Ziva, Cancun May 15-19, 2016.

Three addtl challenges: BP2-4, 5-7, 8-10, 11-13.

Need to be Auto Order of 100 PV each BP through the trip itself. Highest qualified leadership level last year (BP 2-13, 2014). Maintain that level 4 times in 2015 and at the time of the trip. Total volume increase:

New: 30K	ND
Non-Leader 35K	ND
RD 35K	ND
ND 40K	ND

ED 44K
PD 48K

ED
PD

Use incentives as a tool! The more you bring, the higher you go!

Luciano Fidalgo ("Pinky")

Speaking in public was his worst fear. Sharing the Business Presentation: Check your attitude/excitement level/increase your rate of speaking so prospects will want to do what you're doing!

Belief level has to be way up (which is the value of attending big conventions). Personal development is inoculation against dumbness. Show the presentation consistently. If nothing is happening, go get new people! Don't waste time trying to resuscitate the old. It is not your business until you are showing the plan yourself.

Build international...it is so much bigger than US. How? Walk up to any Hispanic and ask "Are you from Colombia? I'd love to talk with you because I'm expanding my business in Colombia and I'm looking for contacts there." If they say no, they are from Mexico, then say "Well, I already have a great business in Mexico. Do you have any contacts there?" then find someone bilingual (there are tons) and get to work! If they ask what it is, tell them "I don't have time to explain it now but I'll call you." Get your bilingual friend to help.

Ray Robbins

Has 7 grandchildren who love God. Do this: Clearly identify your WHY. You must be on MannaTracker (accountability system). You must be submissive to your upline. Follow the 3-Point Plan (structure, ME, Group Structure). Win the Incentive. Have conference calls (FreeConferenceCall.com), Just enroll two. Everyone enroll 2 in each of 3 BP's, and you are an RD.

Al Bala - Recruiting and Power Bonus Changes

Mannatech wants you to leverage your time by developing leaders. 5-8 exposures to make a decision. Use 3 way calls...so incredibly powerful. The fortune is in the immediate follow up.

1. Mannatech has accumulated thousands of Power Bonus credits not used so now ***they have to be used by BP7***. After that, all credits are gone (those accumulated before BP 4, 2015).

2. Starting NOW and permanent change : You have 3 Full BPs to complete your Power Bonus going forward or the credits you accumulated in the 1st BP disappear. So, it is a rolling calculation...

EXAMPLE: If you sign up 1 All Star in BP 3, you will have to use that towards an earned Power Bonus by end of BP 6 or it will expire (the 3 complete BPs are 4,5,6).

3. DIRECT BONUS SPECIAL only for 3 BPS: "1-2-3" is Direct Bonus Special: If in 1 BP you register 2 All Stars, you will receive 3 Direct Bonuses.

Is there a maximum? No.

If you earn a Power Bonus with those that you won the Special DB, does that eliminate or impact earning the Direct Bonus Special? No

The extra Direct Bonus Special ends after BP6...so let's blow that Direct Bonus Special "out of the water!"

Next MannaFest

Eric Worre is our keynote speaker!!!

\$49 for Eric Worre Training which will be the day before Mannafest'16; \$69 for 2016 Mannafest ticket at Anatole Hotel, Dallas. \$99 bundle (includes both). \$125 Early Bird Registration includes everything plus the M5M celebration festivities. The M5M Gala Event will be a Masquerade Party! Early Bird registration ended last night at midnight.

Panel of Associates who visited South Africa - Hosted by Bob Adam and Angela

#1 take-away by each panel member:

Merri-jo Hillaker: Personal responsibility, set the example (CDs, STPs, TOMs, etc.) Have integrity, so don't expect others to do something you are not willing to do.

Paulette Roy: Empower and build people. We're not in the product business but the people business;

Ron Roy: Everybody knew their WHY and were passionate about it; If your why doesn't make you cry, you haven't dug deep enough.

May: Accountable for self-discipline (treat it as seriously as your boss would your promptness, etc. on a regular job)

Julia: Earn the honor & privilege to be on stage or in special seating.

Hanson: Adopted the training model to involve input from all leaders;

Don Kremer: Millenials looked sharp and were well prepared to speak and on time. All reading the same CDs, same books, etc.

Wendy Kremer: It was really not a system but a systematic, step by step, leader development program.

Charlie: They had pre-meetings so that the meeting was certain to be very professional, powerful and exciting.

Judy: Achiever's counseling sessions (1.5 hr at beginning of each BP). Review what is done and needs to be done in a positive, encouraging fashion.

Amanda: Meet at new person's house, List of 100 with phone numbers, then make calls together. Make sure they have success within their first two weeks. If not interested, ask, "Do you mind if I take your list and if I have success, I'll put them in your downline."

Paul: Everyone was passionate about the vision, that Mannatech will be a Billion \$ company!

John O'Leary, Guest Motivational Speaker

What do you believe in... Lost most of his fingers and had less than 1% chance of surviving a horrible burn as a youngster.

The Power of Love (changes lives and is a much better motivation than fear):

Age 9, following the wrong group and curious. Tried hugging a 5 gallon can of gasoline to pour a little bit of gasoline on a match to watch it dance as he had watched his friends do: pour a small puddle and then toss in a match. Out came fumes first. Can exploded. On fire, he ran through the house. Actions matter more than words. His 17 yr. old brother beat the flames out with a rug. 90% of body burned, 80% were 3rd degree. Dad at hospital said, "I'm so proud to be your dad; I love you so much!" John thought, "Oh my gosh, my Dad doesn't know what happened; I wonder if I can get away with this?" Not a time nor a need to be angry or chastising. Mother took his right hand and said, "I love you!" John, "Am I going to die?" Mother, "Do you want to die?" (You must decide. It is your life. I can't pick it for you.) John, "No, I don't want to die." Mother, "Then take the hand of God, walk the journey with Him and you fight like you have never fought before." Do you want to really live? Do you want to set others ablaze with the possibilities of growth?

Identify what you are courageously living, loving, fighting for. This freedom? Your

dreams, the end of malnutrition, etc.”? What have you found that’s worth fighting for? Open up your heart each day, “I love you and there is nothing you can do about it.”

The Power of Why: When you know your why, you can endure anyhow. His burn doctor every morning would assemble his entire team to remind them about infecting John, for 9 months. In darkness for 2 mos. Honored the janitor, “You are keeping John alive.” Nurse Roy would hover John above the ground as if he were walking and give him a vision for walking again. Yet, John had seen his legs. Faith is greater than sight!!! I’ll walk with you. Believe! The mission is believed in love. Love sees past the crud. It doesn’t whisper about failure and death. Answer the question, I will thrive because? What will drive you forward through the upcoming challenges?

Takes 21 days to make a habit so utilize John’s Spark 21-day Challenge by texting: 314-380-5690 and he’ll get back.

Jack Buck, St Louis Cardinals baseball announcer, John’s hero, showed up at this hospital bed and said, “Kid, you’re going to live and when you are out of here, we’ll have a John O’Leary celebration at the ballpark! Kid, keep fighting!” He came back day after day several times with the same message. Why? Because Buck asked himself after he left the first time “What more can I do?” That promise determined John to live! When that day came at the ballpark, Jack saw that there was no muscle mass on the back of legs, etc., but fire in John’s smile and eyes.

The Power of Change: What one more thing can I do? So, Jack send John a baseball signed by Ozzie Smith. “All you have to do to get a second autographed baseball is to write a thank-you note for this one.” He knew that John wasn’t using what was left of his hands. His mother’s plea to get him back to school once he could write was no motivation for him. But he knew John wanted those baseballs desperately! John ended up with 60 baseballs!! Jack came to John’s college graduation!! And gave him a gift of the crystal ball he had gotten when inducted to the Baseball Hall Of Fame. He is now married to a beautiful woman, has three sons and a girl named Grace. 28 yrs ago he had little belief and lots of pain. You can impact on untold lives. Which commitments will you now make?

Parents wrote *Overwhelming Odds* about the power of God, of community, of beliefs, etc. DVD about his talk available as well. Rising Above. The Power of One. Nurse Roy found by a church and brought to Alabama, “John, what surprises me the most, is to learn after 26 years, that my work mattered.” **Your work matters!!!** It changes lives. The best is yet to come. (Sona introduced him to Mannatech).

Saturday Night: Huge GALA Event with tons of food and entertainment!

Exhibitors: Ashly Torian - E.N.D. the Dieting Drama; AT&T, Colombia, Dr. Kaats DEXTA scans & blood work, Mannatech Riveria Challenge, Mannatracker, M5M Foundation, PhytoBurst Tasting Booth, Smoothie Tasting Booth, Success Partners, Prolong Headset Booth, Uniquely Kneaded, Uth & Glow University.

SUNDAY AFTERNOON PRODUCT TRAINING:

Please see the outline for Nugent's Product Training done on my call after the Leadership Event in November, 11/17/14 under Event Review on Mannatrain.net. This outline only covers the Uth which was new for Dr. Nugent and a few other comments.

Uth training/Part Product Training

Ours has more actives than any other product in the world

We have science NOT MARKETING! Our product for anti-aging.

Uth is an anti-aging cream...and has every single active ingredient to be the best anti-aging cream on the planet.

If someone says "well it doesn't have this...." then ask them for the science on this...since most of their language is just marketing.

Shortcuts of our competitors

1. Swelling
2. Filling in...Bondo (spackling stuff) Fillers start as ground up glass
 - Fills in the lines, before make up
 - Quick results but not healthy
3. Tightening...drying agent
 - bad face lift...skin is really tight
 - These agents dry it up badly, so lines go away for a few hours.
 - Again, not healthy just temp fix

Slide:

1. Our patented Microsphere Delivery System (we have exclusive rights to this)
 - We know these ingredients pass the first layer of skin. Others don't adn can't prove
 - Science tells us
2. Our exclusive "Natural Manapol Glycan technology"
 - L'Oreal video is great to use...one magic thing for anti-aging is called glycans...
 - They use synthetic glycans
 - synthetic glycans are perfectly symetrical and real ones are not...if glycan does not fit in docking station, no cellular communication
 - OURS: Mannapol...see slide
 - "A polysaccharide found in aloe vera gel. A unique ingredient..."
3. More actives than leading competitor

Apply cleanser first'

then apply Uth

then apply moisturizer

BECAUSE different kinds of skin

3 Basic kinds of skin

normal

oily

dry

So, although Uth has moisturizing properties, but not designed to be moisturizer

Lift will be repackaged and rebranded so have a 3 Step Skin Care Group

We don't care what they do, Mannatech uses science not shortcuts.

Ingredients:

Mannose

Neodermal: a complex mixture of esters of phosphoric acid with methyl ether of glucose. Methylglucoside phosphate is included in skincare products as a conditioning agent.

Dermcom:

Crocus bulb extract and gum arabic can improve skin firmness, possibly by increasing its collagen content and number of elastin fibers. In test tube studies,

human skin fibroblasts exhibited increased expression of genes associated with markers of extracellular matrix assembly following exposure to culture medium

Biobenify L Is used in cosmetics as a skin conditioning agent in small company sponsored clinical studies. (the more melanin produced, the smoother your skin is) application of preparations containing ... (see slide)

P-refinyl An extract of the fruit of the lentil plant is used in cosmetics as a skin conditioning agent. Oligosaccharides have tremendous health benefits to skin.

Hyaluronic acid

It acts as a skin conditioning agent.

A viscous solution consisting of a high molecular weight fraction of purified natural sodium hyaluronate in sodium chloride. Hyaluronic acid is natural complex sugar of the glycosaminoglycan family. In cosmetics, it functions as a skin conditioning agent. Can contain 1000 times its weight in moisture.

Aquaphyline

An oligosaccharide rich extract of the pansy V tricolor. Small company sponsored human clinical studies investigating emulsions containing hydrolyzed V tricolor extract reported significantly reduced wrinkles and improved skin hydration. In test tube studies of human skin cells hydrolyzed viola tricolor extracts significantly stimulated the synthesis of aquaporin-3...

Barnet

A compound that is included in cosmetics because of antioxidant properties. We selected the best anti oxidants best for a skin care product. Research shows this is one of the most effective antioxidants for skin care.

Astaxanthin

Another terrific anti oxidant

Slide on comparative products (attached to the outline)

Are there some synthetics in our products? Yes...

Because of regulations for skin care, they can say all natural and include synthetic in their products!!

Problem: where there is water, there is life...

bacteria and fungus will grow, and

the average bacteria multiplies by 72 million in 24 hours...

Dr. Nugent: there are NO SKIN CARE products that have no synthetics in their product on the marketplace today!

3 step system:

Cleanse, Toner and moisturizer

Skin care internally:

Ambrotose

Ambrotose AO

Omega 3 with D

to nourish the body from inside out

If only take one thing: AO the best at fighting free radicals

Build business with Uth

1. Use it

As you look better, people are going to ask you

2. What are your experiences

3. Two Approaches

a) actively share your experiences with friends

b) support your business partners as well

4. Take advantage of the local and national training events

Build your knowledge

Psychology says need to hear something 27 times...

ANNOUNCED: new Saturday call for all of us

2 weeks from now

so calls will be psychology, and products

psychology of team building, sales, etc.

Genetically suited to be business builder? Well, maybe but being a successful business builder takes a certain kind of person. Not everyone will become Platinum.

Documentaries are just that...scare people but have a mix of facts and story telling so don't rely on them and they undercut truth...so skeptics won't buy it.

Approx 68% of Americans take nutritional supplements.

92% are inadequate levels of potassium

84% are inadequate in vit E

THIS IS TRUTH...need dietary supplements

49% def in VIt C

57% deficient in Magnesium

If you don't have sufficient bone density...

you can take all the calcium in the world, but without proper magnesium, you are in big trouble!

Dr Gyorgi only says synthetics don't act the same as food sourced

Organic: "no intentional pesticide on it" but they are finding pesticides on the North Pole

"There is no reason for the other supplement companies to even exist!"

Colloidal are not really colloidal, cause real colloidal will never settle...and if you allow those products in marketplace to sit over night they will settle!

Chelation only increases absorption by about 6% so again, marketing is really confusing (lying) to people.

PHYTOBLEND POWDER

Phytomatrix caplets

Nutriverus powder

Ambrotose Powder

This is critical on slides as these are what are trademarked....use the terms this way.

Nutirverus... is very comprehensive but not equivalent to the comprehensive product OSP
So this is for the person who only wants 1 product...but not an all in one replacement to OSP.

Gum Gava has 4 glycos

Mannatech difference:

1. Science
2. Safety most compet have no safety lab or quality control lab
3. Efficacy

All Mtech products are gluten free

All Mtech products are safety tested..

To the best of our ability none ingredients are GM DNA...

We meet all regs to be non-GMO in European Econ Comm
can't say US because no standard established here!

We have 100 patents

\$6 billion company has 1 only patent

We have spent over \$50 million in R and D

We are the science company

Use the word "Ambrotose" cause that is what we have trademarked not glyconutrients

Mannafest

NSF: two tests

1. Purity
2. Inside has what is on the outside!

Plant sterols are only food for the glands

not human, part of plants; plants have blood (chlorophyll) we have blood

It is not estrogen, nor estrogen replacement. It is gland food.

Anti oxidants are the only category of nutrients where you can take too much

Key features	Key Brands in Anti Ageing					Skincare Competitor Benefits Comparison Matrix*
	Mannatech Uth Crème	Competitor 1 Product 1	Competitor 2 Product 2	Competitor 3 Product 3	Competitor 4 Product 4	
Brand	30ml	30ml	30 ml	1 fl. Oz (30ml)	30ml (1 Oz)	
Size	30ml	30ml	30 ml	1 fl. Oz (30ml)	30ml (1 Oz)	
Price	\$99.95	\$119.05	\$86.99	\$201.75	\$155.00	
Gluten free	✓	✗	✗	✓	✓	
Paraben free	✓	✗	✓	✓	✓	
Patented microsphere delivery	✓	✗	✗	✓	✓	
Human clinical study proving outcomes	✓	✓	✓	✗	✗	
Number of active ingredients	9	8	0	4	1	
Number of antioxidants	2	3	0	0	0	

Monthly Pre-Launch Meetings

Date / Fecha	City / Ciudad	Location / Lugar	Time / Hora	
			From / Inicia	To / Termina
Thursday, March 12, 2015	Cali	TBA	7:00 PM	9:00 PM
Friday, March 13, 2015	Medellin	Hotel INNTU	7:00 PM	9:00 PM
Saturday, March 14, 2015	Bogota	Holiday Inn Express	7:00 PM	9:00 PM
Sunday, March 15, 2015	Bogota	Holiday Inn Express	4:00 PM	6:00 PM
Monday, March 16, 2015	Barranquilla	Smart Suites Royal	7:00 PM	9:00 PM