

**Mannafest 2016: TRANSFORMATION**  
**The Best EVER!!**  
**April 7-10, 2016**

- TNL – April 12th at 7:30 Pm CT at Mannatech Corporate Offices or [www.mannatechlive.com](http://www.mannatechlive.com) **DO NOT MISS**
- Check out new material in resource library
- Sign-up for new apps
- Get your tickets for MannaFest 2017
- Quit being a Poser... “I am a Professional Network Marketer

**Thursday Afternoon**

**Eric Worre Training**

25 years in Industry

“This is a Profession.” It is not a hobby.

# Major Topics:

1. How to develop a \$1 million mindset  
If you can't think right, won't act right
2. Skills necessary for Network Marketing Professionals
3. Strategy  
How to use 1 and 2 in order to produce results  
Not waste time...manage self

His history:

“You only get to make what you are as a person.”

In 90 days, tiny check = tiny person.

Need to work on YOU

He blamed MLM, upline, downline, not training no support, “If I only...I'd,,,”

Went through blame list and quit. Then went home and decided there was no place to go.

When it gets hard if you are very talented, you have options. So long as options, you quit. QUIT the BLAME...get back to work!

98% who register for online college course quit.

Will Network marketing get hard? YES!

Diagram:

1<sup>st</sup> year he built his organization 7X

Told there is

	YOU
Find Five	5
They find Five	25
They find Five	125
They find Five	625
They find Five	3125

Sounds Easy...he never got past the 2<sup>nd</sup> level...the 625 and 3125 are “like unicorns”

Like “spinning plates”!!

Almost quit...to do the work without duplication is frustrating.

ONLY WAY to be good...let go of FEAR

dominating emotions: not good enough, wrong background, wrong skill set

I had ***not decided*** to be a network marketing professional.

Once decide: not to give it a try, give it a go but rather I’M NOT COMING BACK, then the universe gets behind you!

3 years later he made \$980,000

We have a magical moment in Mannatech...fortunes are made in a time of transition.

Have a mantra in your downline: “WHOEVER TALKS TO THE MOST PEOPLE WINS.”

Network marketing isn’t perfect but it is better! 94% of those who got a real estate license last year, never sold a house. franchises: cost a fortune.

Networking: Tell people it’s hard, its tough, its going to take time, but it works. This has more credibility than “it’s easy.”

But if you are going to do it, choose to be a professional.

***It is worth it:***

***for the people you will help***

***for the person you will become***

Grow a network...you impact more lives!

THE TRUTH IS ENOUGH.

product, opportunity, comp plan

MENTAL THINKING:

Think like an entrepreneur...not employee

take action without instruction

solve problems on own

create trainings

do something when no event is scheduled

no waiting for thins to happen

no need for instruction...internally motivated

Gave his story of Stepping up and getting totally out of comfort zone

***Get out of Employee mindset and take on entrepreneur mindset!***

#2 Skills

7 skills as outlined in his book

1. finding prospects
2. inviting people to take a look
3. presenting
4. follow up
5. closing

6. getting people started
7. getting people to events

***This is the highest paid skillset in the world!!***

On a scale of 1-10 judge where you are today on each skill set and get to work!

1. Prospecting

Create your data base, empty your brain on a paper, add 2 people every day

Become a citizen of the world

Call someone everyday and tell them how grateful you are

Just be a giver

Develop hobbies and connect with people without expectations

2. Invite

face to face is best

Objective: help the person to understand

If you only do 1 per week, you'd be fired in any job!

why do we try to dumb network marketing down? WAKE UP CALL:

***“How much would you pay someone else for what you’ve done in the last 30 days?”***

Why don't you do more? Fear, don't have skills, don't want to be embarrassed?

Part-time: 10 presentations per month

Full time: 30 presentations per month

Today, easier than ever to do this in that texting is the way of life. Don't have to fear the phone. No one answers anymore

Text: “would love to share something with you...when's a good time to get together?”

**CHALLENGE: do 50 text messages by next Tuesday night!**

If you don't raise your hand examine why! QUIT PLAYING LIFE SAFE!

3. Presenting

Most people just spew facts

***Your story is most important part of your presentation.***

4 Parts:

1. your background
2. what you didn't like about it
3. found a solution
4. how you feel about the future

#2 is the most important...it connects with PAIN; be vulnerable with your life story. We've been trained weakness is bad...wrong!

TWO minutes only!

Needs to be automatic so practice, practice practice!!

**CHALLENGE: Tell your story 100 times to 100 prospects between now and June 1**

Presentation:

Tell your story

Do the “thing” (video, flip chart, test products)  
Build a network of Real Relationships

#### 4. Follow Up

We are not wired to say YES that fast; 4-6 exposures

Most objections are not real...they just don't want to sound like a cheap date.

HAM BAM: have a meeting book a meeting

Only 2 kinds of objections:

1) a person has a limiting belief about MLM

2) a person has a limiting belief about themselves

If MLM, “Wow tell me your story...sounds like you've had an experience?”

Once they have been in MLM, they are coming back in. So look for the critics, they are the most fun

Other objections:

No Money No Time,

1) relate to them

2) story

3) Question...Show them

So let me ask you a question, if I could show you...

#### 5. Closing

Formula: at end of every presentation,

1) What did you like best about what you saw?

2) ON a scale of 1-10,...

(anything over a 1 is good)

3) Part time monthly income goal

“(name) if you were going to get started with this opportunity on a part time basis, approximately how much would you need to make on a monthly basis to make it worth your time?”

“(name) how many hours per week could you commit in order to make (answer above) per month?”

“(name) how many months would you be willing to work in order to reach that (answer above) per month?”

“If I could share wit you how to develop (answer above) income for the next (answer above), would you be willing to get started?”

A Doctor or Lawyer spends 18,000 hours of practice before doctors or lawyers can practice. **“Network Marketing skills pay MUCH MORE but require more than 15 minutes of practice!”**

Practice these 7 skills over and over and over. Think differently:

I said enough

I am done being an amateur

I am going to become amazing at meeting people

I am going to tell my story

I am going to close with NO problem.

## 6. Getting started

This is where duplication is critical!

Network marketing can't be learned...it has to be discovered and you discover it by DOING IT!

If you don't have a great getting started system, won't duplicate!

1) Lose most people between getting started and ND

ND is foundational rank

Focus on getting to ND

2) Friends, family: respect them, support and practice with them

Respect: where they are, no assumption they will join

Support: "The thing I love most about you brother is your support ...you have my back. Here's something I would love you to do for me...just be a consumer for 2-5 months. If you like it, keep buying it if not don't buy again."

Practice: practice on your friends and relatives. If they have even an ounce of entrepreneurial blood in their body they will have interest.

This can get them to ND!

#1 most important thing: teach your newbies to tell their story

We are wired to avoid pain so set your goals with a COST to not meeting it.  
STICKK.com....a great accountability site.

Can't manage time

Can only manage activities.

3 numbers that will move people forward

1) # of appointments...never let the number go down, only up from month to month

2) How many ND's in each month?

Recognition, Tell story

Take inventory each month

Work with WILLING each month

3) How many convention tickets

You will earn \$1000/year for every person you have at conventions

"My wish for you: YOU DECIDE to be a Professional Network Marketer"

## **THURSDAY NIGHT:**

### **Al Bala**

1<sup>st</sup> time as CEO of Mannatech

Huge responsibility

We are a mature company poised for greatness

We are a glyconutrient company

Fortunes are made in times of transition: we are a 23 year old "Start Up Company"

## **Ray Robbins**

Mannafest is a happening  
We here are the group of all who are ALL IN  
We were birthed in prayer  
He discussed our history...where we started, and where we have come.

## **Joel Bickman**

Branding: an 18 month process  
Who are we? We are these 5:  
*Profound, transformational wellness experience*  
*Freedom, security, and independence*  
*Making a difference for a better world*  
*Achieving happiness, fulfillment and well being*  
*Disciplined scientific innovators*

Brand Promise:  
*Mannatech's innovative glyconutrition products transform lives, providing an unprecedented level of natural wellness, freedom, and purpose.*

Tagline:  
A short powerful phrase associated with our company name. Represents tone and feeling we want for our products/services. Company becomes instantly recognizable.  
*Transform Your Life*

Heritage:  
52% of Ambrotose we OWN...no one will ever be able to duplicate it.

Glyconutrition: short definition...  
*Transform your wellness by nourishing your cells*

Elevator Speech:  
*The human body is a miracle. There are trillions of cells in your body, and they communicate with one another. These cells know when they need nourishment, protection, repair and even destruction. When cells don't have proper nutrition, however, they don't communicate well. But with the right kind of nutrition, your body can do amazing things. This specialized nourishment is called Glyconutrition. Mannatech is the pioneer and patent holder for this groundbreaking technology that's revolutionizing nutrition, immune health, weight loss, skincare and more.*

Brand Revealed!!!

## **FRIDAY MORNING:**

International Parade

## **Stan Frederick**

Talked about transformation

Why? Limitless possibilities

Who are you going to become?

Walked us all through the transformation we see with a caterpillar

Must DECIDE to be a butterfly!

Must build the cocoon (a transformation)

Must FIGHT out of the cocoon in order to be FREE by becoming a butterfly (total transformation and FREE)

True of Mannatech as well

New branding, new website, new back office, new prospecting app, new products, Mannatech made simple

Energy, Enthusiasm, Entrepreneurial spirit...that is US!

## **Al Bala**

20/20 Vision

5 Years from now where will we be?

- 1) Mannatech known as the BEST nutritional company on face of the earth
- 2) Totally committed to all those who participate to support people achieving their dreams
- 3) Revenues of \$500 million+
- 4) Massive Customer Acquisition Program
- 5) Member of DS company clubs: one who grows over \$100 million in 1 year
- 6) 50 countries or more...a business where you will never sleep
- 7) Open in China  
Biggest opportunity our company can offer.
- 8) Mannatech: the best place to work in Dallas, Texas

Our products are:

scientifically based

clinically tested

independent 3<sup>rd</sup> party certified

20 years of proven results

Choose to Achieve your Dreams!

Your decisions determine your destiny (Tony Robbins quote)

## **Stan Frederick**

What we can do to loosen the bonds, and soar to places we have never been..

If we are looking for inspiration, the Industry will provide it!

Global sales: \$182.8 billion in 2015

6.4% growth form 2014

88 million people in Networking (2015 stat now believed to be over 100 million!  
Projected: over 200 million will join in next decade  
US Sales people grew 14% to 18 million  
Right now we are in Top 100 worldwide sales  
We are #70  
Over ½ of the people you talk to would like to own their own business  
65% want to be their own boss  
62% want to realize their own ideas  
We have dynamic leadership  
Reviewed the SEO  
Reviewed the Board of Directors  
Like the caterpillars  
First had to decide to be a butterfly...in order to do that I need to change!  
Perhaps because I had the “stuff” to become a cocoon, I have the stuff to become a butterfly.

## **RD Recognition**

### **Top Enrollers/Top Income Growth, Top Business Builders**

Announced for 5 countries

### **Dr Nugent**

WHY FAT LOSS IS SO IMPORTANT?

Statistics tell us over 74% of the US population is overweight or obese  
They also show that by 2048, 100% will be.

Mtech history: Glycolean then Osolean...none of which received undying support from Mannatech.

Now a New System...which will be foundational to Mannatech

He recognized from stage the many programs working in the field:

Refresh and Rejuvenate

Fat Flush

“Forget about the scales” challenge

This NEW program is all about Body Composition Index

BCI: Fat, muscle, bone mass

This is something Dr Nugent 1<sup>st</sup> established in a paper he did a few years back. It is copyrighted by him

What is it? Well, BMI (body Mass Index) makes no sense because it does not take into account fat versus lean tissue. But is is what the world does!

Weight loss can be very unhealthy if it is all about weight...since could lose tons of lean mass which is never a goal.

So, target Fat Loss (not weight loss) and increase Lean

Thus, may lose some weight up front, but over all may gain weight yet wear smaller dress sizes.

Fat is much fluffier than lean.

Our approach is UNIQUE

Facts:

From World Health Org: 2015

Since 1980, number of overweight population in the world doubled. In all countries the deaths caused by overweight now outnumber those caused by underweight.

Thousands of people flock to cheap shakes to lose weight when their goal should be to shift body composition.

“True Health Begins with Healthy Body Composition”

TruPLENISH

has vitamins and minerals and glycos (gum tragacanth, aloe vera, arabinogalactan)

meal replacement

20 grams of protein (vegan)

No soy, dairy, gluten

\$3.93 per meal

TruSHAPE

Healthy thermogenic with NO stimulant

Burn fat without the buzz

TruPURE Slimsticks

Cleanser

1<sup>st</sup> 3 days of every month use a cleanser

1<sup>st</sup> day of every week cleanse again

Special eating plan on days of cleanse as well

“You are 1 decision away from a healthy lifestyle”

“Take back your life today.”

Healthier body, healthier system and spend less.

### **Dr. Nugent on New Oils**

Aloe added to our carrier oils

“Aloe – conditioning agent that acts both to lubricate the skin surface and to increase water content to the top layers of the skin to give you a healthy glow.”

New Sweet Almond Oil Carrier Oil: changed by adding the aloe

slow absorption makes for perfect massage oil

(marketing idea: massage therapists)

New Coconut Carrier Oil: with aloe as well

especially beneficial for those with dry skin

light oil non-greasy, unscented highly soluble medium ideal for dry skin,  
all natural and fast absorbing  
Idea for those with sensitivity to nut oils  
No one has this!

New Orange

cleansing orange, help relax, relieve with citrus smell that promotes  
calmness. Add 1 drop to body lotion, use in cleaning a room, etc.

New "No. 1"

Like what is known in the industry as Thieves but better  
Has glyconutrients

Quality Standards:

free of solvents, preservatives and synthetics  
does not contain genetically modified DNA  
Non irradiated  
Not tested on animals  
Meets all IRFA standards (a completely independent intl assoc)

"We meet highest possible standards" and our competitors do not only not  
have what we have but none can claim they meet all of these standards.

**Eric Worre**

"How to turn Your Dreams into Reality?"

It Takes

- 1) Understanding  
The gift of what we have: Our Products, Our Opportunity
- 2) Skills: as already outlined
- 3) Programming your Mind

#3 Programming your mind ...the only thing that is stopping you!

How were you raised?  
How many limiting beliefs?  
Scarcity mentality around money is epidemic...he explained his  
These limits we put in our minds...forces us to play small.

Belief #1: Network Marketing is not perfect but it is better!

Today it is cool to be entrepreneurial  
Millenials are all over it  
So, instead of talking about Mannatech, why not ask  
"Have you ever thought of starting your own business?"  
"..... working from home?"  
"..... being your own boss?"  
Their answers: not enough money (we have response)  
not enough time

Networking isn't for everyone! It is a very emotional business but you get SUPPORT!

Belief #2: If you are going to be involved decide to GO PRO

Walk away from blame, excuses

Average lawyer/doctor gives 18,000 hours

and you won't give 18 hours??

Belief #3: There are skills you MUST develop

1-3-5-7 Formula

1-year of consistent effort to be competent and profitable

3-years of consistent focused dedication to replace what you have now

5-years to become a significant 6 figure earner

7-years to become **world class**

Belief #4: Anything worthwhile takes time

Belief #5: It's Worth It!

The person you will have to become!

Fortunes are made in Transition

Can you improve .3% per day?

Do this everyday for 1 year and reach 100%

In 2 years 200%

In 3 years 400%

In 4 years 800%

In 5 years 1600%

Be voracious in seeking out new ideas.

Our Thoughts -> Attitude -> Activity -> Results -> Lifestyle

Failure runs exactly opposite direction...

#1 Thoughts are controlled by your environment: who you associate with, what you read, etc. Change your Thoughts!

#2 Attitude: your thoughts determine your attitude

choose a never quit, positive, winning attitude Feed it daily

#3 Activity: do it over and over and over until you get good at it!

Surround yourself with encouraging people

Successful people are willing to be uncomfortable and continue doing the activities no matter how uncomfortable...trusting eventually it will be comfortable and create results!

Unsuccessful people start the activities and when uncomfortable allow excuses to stop doing them.

The difference: just whether you make 1-3 contacts per day or not!  
between life and death

Those with faith, will plant the seeds, water, and KNOW fruit will appear  
YOU MUST BE WILLING TO ENGAGE IN THE ACTIVITIES WITH NO PROOF!

The fortune: what you do when no one is looking!  
“Most people die in their 30’s and just keep living for 20-30-40 more years.”  
“If you don’t have a big check in network marketing you don’t have a big heart.”  
You have everything you need...just apply your heart!

Next Year at Mannafest:

Goal to have 8-10,000 people...you have the opportunity to make it happen.

### **Corporate Officers: Mannafest 2016**

Next Year Mannafest 2017...host town is Las Vegas!!

\$249 per person

Buy 5, get \$199 each

Buy 10, get for \$149 each

It was not about buying tickets...it was about GETTING COMMITTED.

#1 Decide you are coming back no matter what!

#2 Decide each one of you to bring at least 10 more people with you

Challenge for you to BUY 10 Tickets for Next Mannafest!

Leaders: Say yes, Tell the world, figure it out

“I want to see you become the most powerful story in network marketing”

### **Luciano Fidalgo: Tools**

New 90 second DVD on Discover Glyconutrition

6 min video on the Opportunity

2 minutes on Company

2 minutes on Products

2 minutes on Opportunity

Duplication: what our whole business is about; tools do that for you

Platinums:

Challenge themselves to be the best

Directed

Driven

Disciplined

Help Others Succeed

### **FRIDAY NIGHT**

#### **Presidential Recognition**

#### **Louie and Leone**

If we want to be a billion \$ company we need to love and respect other leaders

Power of Unity!

Act together as One Country

15 exposures per week minimum /20 new Presidentials in Korea  
Our businesses are al iving things  
could look very different tomorrow  
if feed it junk, taint it  
if feed it good stuff, your integrity, becomes really good!  
We need more platinums here  
We need lots more Presidentials  
Lots of work to be done  
Your check and your business will only be as big as you are.  
Aspire always for Q13  
Build Strong Leaders: teach all at least 2 exposures per day

## **SATURDAY MORNING**

### **Millionaire Club recognition**

### **Odin Clack**

New Back Office, New Prospecting App!!

New Prospecting App

Cost: \$99 for year (or \$9.95 per month)

Everyone should buy it!

Recruit from phone:

Collect data on contact

send out videos, library docs, etc.

All new tools are there

know when they open it up, every message you send has direct link  
back to you

track the relationships

New back office: still a work in progress but close

In US, can order on line, enroll, etc.

Available in other countries over time.

Get involved now in beta testing

Personal development programs as well

Enroll from around the world

Send to people your personal website...linked to you

Reports: 1 tells how many cancelled their auto order, draft 1 email and hit  
send and all those listed on report get message

Personal Webpages

Personalized for each associate

Optimized for mobile

Resource Library and social media integration

Cross-country ordering and enrollment  
Fully integrated into back office, CRM and Success Tracker

### **Kevin Robbins**

The ordering process is so much better...like ordering on Amazon.com  
Makes it possible for a person to enroll themselves  
Intuitive reports: so if you have favorites, they will begin to pull up without you requesting  
Success reporting: we will see more as we move forward  
Personal webpages...professional, high quality  
Text prospecting materials: all of which contains info embedded in material to draw them right back to us and we will know when looked at/watched

### **Nate Cox, Sound Concepts**

All tools now available at [mannatechtools.com](http://mannatechtools.com)  
Make your approach “inquisitive” so they say “I want that”

### **GSAB**

Global Science Advisory Board

Purpose:

- to give insights
- to provide diversity of trainings and knowledge
- to help us support wellness in everyway possible

Every time a new study there will be a new press release

Names:

*Dr. Azita Alavi*, Associate Research Fellow St George’s University of London  
PhD Glycoimmunology

*Dr. Richard Bloomer*, Doctor of Philosophy, Exercise and Sports Science, Unive  
of Memphis, Memphis Tenn.

*Dr. Stephen Boyd*, MD, PhD in Thermodynamics, BS Chemistry,

*Dr. Charl Marais*, Natural Health Practitioner, BA, Biochemistry and Physiology,  
Australia

*Dr. Francesco Marotta*, PhD, Consulting Professor, World Health Organization,  
MD-Gastroenterology and Surgery

*Dr. Erika Nelson*, PhD Neuroscience, Manager Consumer Insights, BS  
Biology/Genetics

*Dr. Chandra Prasad*, Professor of Nutrition, Texas Womens University, PhD  
Microbiology and Biochemistry, Specialty Nutrition and Nutraceutical Research

*Emma Rocca*, PhD candidate 2016 Biochemistry and Molecular Biology, Elite  
Ultra-distance runner

*Dr. William Sanchez*, MD Internal Medicine, Specialty: Internal Medicine &  
Orthomolecular Medicine

*Dr. Maddela*, Executive Sect. of GASB, MD, BS in Public Health

## **SATURDAY AFTERNOON**

### **Patrick Park**

Reviewed the huge Asian growth  
Went up to \$82 million in sales in 2015  
Korea alone took over the US in total country sales  
Goal for 2016 is to far surpass \$100 million  
Showed the new offices in each country: 2 in Korea, Taiwan, Japan,  
Opening one in Hong Kong and one in Tokyo for 2016  
Asian Expansion: 2015-2020  
Thailand, Indonesia, Philippines, Vietnam, China  
New Products:  
Cognitate, Freshden, Co2 Gel Mask, Blooming CC Pack  
China: E Commerce this summer  
Long term goal: \$500 million just from Asia Markets

PPD: Passion, Persistence, Desire  
Patrick Park... "I say and I deliver"

### **Landen Frederick**

He shared his recent serious health challenge...near death experience.  
When he couldn't tell his children that Daddy was going to be okay, "Is this all there is?" Made him realize that he wanted to protect children. Health for children became a priority.

Sarah Bowen is best person for the M5M Exec Director position.  
Her vision: the majority of every dollar goes to nourishing the children.  
She wears all the hats to keep down costs.

Board Of Directors:  
Mark Shank, Lawyer  
Lorrie Fry, CPA  
Al Bala  
Landen Frederick  
Chris Simmons

Serving over 50,000 children per day

### **Sarah Bowen**

Discussed their efforts, her heart.  
Broadcast a video of her recent visit with Al and Johanna to Guatemala

### **JP Koster**

Attitude and Activity

Mannafest gives all of us a great improvement in our attitudes

Now its time for activity

His BLITZ: STEP 1

BP-5: make a list

If part time, then 300 names

If fulltime, then 600 names

BP 6,7,8 STEP 2

Part time:

5 exposures a day

25 per week

100 exposures per BP

Full time:

10 exposures a day

50 per week

200 exposures per BP

If sign up 1 out of 10, 20 per BP you sign up!

COMMIT! Your business will change!

He would rather have 1000 names than 1 person saying yes.

“It’s not what you say, it’s how you FEEL about what you say.”

We get paid based on how many times the Story is told per day in our organization.

### **John Addison, guest speaker**

The scarcest resource in the world is Leadership

**9 Leadership Practices** is his book

5 you need to put in place to live the life you want to live

#### 1. Decide Who You Are

Decide ends in “cide” like Homicide and Suicide...both meaning killing/death

Decide is same...means Kill the Alternatives!

Before you lead others, you need to lead yourself.

you are going to be better today than you were yesterday.

You are either green and growing or ripe and rotting.

In life you have to decide who you are going to give your brain to. Napoleon Hill

said your thoughts are things. “If your thinking is stinking, your team is shrinking.”

Easier to grow negative thoughts than positive thoughts.

Who do you give your thoughts to?

#### 2. Build on your strengths

Lots of people work on their weaknesses...you will never be great only mediocre at those, but if work on your strengths you become great!

90 Day Challenge

get up everyday

great business cycle  
people will say NO NO NO...they don't want it bad enough  
Every day get up and set goals; talk to so many people every day.  
Most people live in the land of "some day"  
Life is about making decisions today not someday!  
NO one's going to make it except you!

### 3. Focus on what you can control

Most people spend majority of their time on things they can not control  
Spend your time on sphere of influence versus sphere of interest  
Only 2 things you can control: attitude and activities  
Most have focus of octopus on roller skates...  
What is going to build your business?  
What is going to get you paid?  
Don't focus on what is stopping you  
Do today what others won't...so you can become what others won't!

### 4. Developing a peaceful core

A peaceful mind generates power.  
The leader needs to be a calming force...the human alka selzer  
The personal peace of the leader results in performance of the team.  
Be careful who you listen to.  
Never take advice from people more screwed up than you.

### 5. Be a Lighthouse...not a Weather Vane

weather vanes go as the wind blows...yikes! stop all momentum when the  
"weather turns"  
Be the ROCK...the person people turn to, know they can rely on  
When you pull up to a meeting, you need to put the Junk in the Trunk  
Leadership is what drives everything  
go to [Johnaddison@leadership.com](mailto:Johnaddison@leadership.com) he wants to be an evangelist for leadership  
Life is too short for a bunch of small thinkers!  
This is not a dress rehearsal...you don't have another life to live! Why are you  
playing small? Waiting for things to happen? There is an end you know...  
The world is desperate for good people  
The world is desperate for good leaders...playing full out, making things happen.  
Light a fire IN people not under UNDER people.  
You've got to fight the demon in you..."I'm not good enough" "Maybe this won;t  
work"  
If you can see up, you can get up.  
His closing:  
"I'll see you at the top because the bottom sure is crowded!"

## **SATURDAY NIGHT**

### **M5M Gala**

It was terrific...beautifully done,  
Louie and Leone van Der linde received the top award for associates on locally  
making a difference

Stan Frederick received an award...dedicated \$500,000 of his estate to M5M and \$10,000 per year

## **SUNDAY**

### **Product Training**

Veronica Lynn-Swinsky

Basic training on Uth

Good to hear from an esthetician from the field like Veronica

How much better Uth is compared to other products

Other ones even near like Uth are 4-5 times more expensive

Microsphere delivery system...just keeps on giving!

Crocus Bulb one of her favorite ingredients other than glycos

She can sell this like crazy!

“Aging skin results from a decline in glycans”

“does Mannatech really know what they have?”

Tammie Mayer

We listen to what the field wants

New Skin Brush

vibration is what prevents skin damage

fully water proof

timed so predetermined the length of use

wireless travel charger

packaging beautiful

When you compare to #1 today, we are \$60 cheaper!

and better!

New make up bag, Shammy, and compact mirror

*Mannatech Body Care*

Shifting all topicals under the Uth Body Care name so new packaging

Firm

Has Ambrotose in it

Emu oil

product that causes ingredients to penetrate the skin

Excellent with oils

Emprizone

Another product to combine with oils

soothing hydrating gel for masks

1X per week she recommends Emprizone moisturizer treatment with oils

Use for shaving legs

If oily skin, blemishes use Emprizone

Great skin starts with great inner body

A/O Plus Ambro and Omega 3's

### *Essential Oils*

#### Called “#1”

First ever oil for us built for your total wellness  
to enhance immune system with spikenard  
Also has clove lemon, cinnamon, eucalyptus, and rosemary  
To boost the immune system.

#### Fractionated Coconut Oil and Aloe carrier oil

Highly moisturizing, by fractionating leaves behind a more stable soluble  
medium  
Ideal for hydrating skin  
Odorless

#### Sweet Almond and Aloe Carrier oil

especially great as a massage oil; beneficial for those with dry skin

#### Orange Oil

#1 aroma in essential oils  
clean, fresh  
can research online to see all the uses of essential oils  
BEWARE: lots of non-compliant statements out there so avoid them

#### New Diffuser Serenity

runs for 10+ hours  
Large 600 ml resevoir  
Don't use carrier oils since they are heavy and will clog up the  
feeder hole  
built in safety feature to automatically turn off when out of water

### **Dr Nugent** on the New TRUHEALTH SYSTEM

Reviewed what he shared on stage...Fat loss not Weight Loss

Replace two meals for \$7.86

Cleanse your body and burn fat for \$2 per day

Total of 3 products about \$10 per day

### Anyone can use TruHealth

It does not replace Ambrotose but has some glycos in it

We are not becoming a Weight loss company WE ARE A HEALTH  
COMPANY

There is some sugar (comes from berries) in Truhealth shakes...to improve  
taste. Not disaccharides, not table sugar. Healthy, natural sugars. Not an  
issue for diabetics.

Some see “yeast “ on our vitamin minerals label...it is where we harvest all  
natural plant based vitamin/minerals. The yeast is deactivated so not a

candida problem. One of the most common sources for B vitamins is yeast.  
Probiotic and digestive enzymes in this product as well. If truly have digestive issues you will probably need additional enzymes.  
TruHealth is LOW GLYCEMIC ( blood index is 1-100 and at 54 is cut off for low glycemic)  
You do not need a Dexa test to do this program

#### TruPURE

Drink in glass bottle all day...great marketing tool.  
“What’s in the bottle?” they ask  
“Part of my TruHealth system how I am losing body fat.  
Our cleanser is a cellular cleanser not an “eliminator”  
In other words it is not about eliminating the bowels.

You can work with body builders and athletes wit the Shakes since they contain 20 gr of Protein.

Glycoslim shakes will be discontinued, but the Osolean is still very popular, and you can use Osolean in conjunction with TruHealth if you choose to really target fat even more.

Osolean:

1. Works on an enzyme pathway
2. glycomacropptide stimulant
3. calcitrophic hormone regulation

Also has 3 branch chain amino acids (Leu,Ile, Val) great for protein synthesis. Great for body builders.

Dairy is not bad...what is bad is the cows fed GMO’s, and shot up with hormones...that is what has given dairy a bad name!