

## Mannafest 2018...Wrap Up

Monday May 7, 2018

- Next TNL is May 8<sup>th</sup> at 7:30 PM CT. There is a great line up of speakers... you don't want to miss this! If you are within driving distance join us in person at the 7 PM for a reception as this is our first TNL at New Mannatech Corp offices 1410 Lakeside Parkway, Suite 200, Flower Mound TX 75028 or [www.allaboutmannatech.com](http://www.allaboutmannatech.com)
- Check out "recently updated" new materials in the library
- Check out the new Ambrotose Life landing page on Mannatech+
- The "May Madness" Incentive has started.... Win your luggage

### Saturday Afternoon

Flag Parade/Country recognition...

NO LIMITS is our by line for Mannafest 2018

#### ***Al Bala***

NO LIMITS; This thing is going to take off!!

The heart of the people in this room...he believes in what is in us

good people doing good things to change the WORLD

Mannatch is building the foundation to build a future

Al is excited about what he does every day...

***This weekend...find and rekindle our passion. Find our voice again***

What is about to happen will make a difference

We spent the past 2 years transforming Mannatech.

New Comp Plan      New Technology

New Expansion      New Products

New Branding

WE can handle change...what we are about to do is not for small people

it is for the BOLD!

You can be bold because you know what you do makes a difference

Over past 2 years we have created a start up company with 25 years of experiences

Lots of adversity, lots of problems, for those who stay in the game, so much is coming for them

Foundation: 25 years

Need a good head...the Fish stinks from the head

Our Board is our foundation! Terrific credentials.

Our patents...135 issued, huge!! We have 17 Clinical studies

We deliver value...companies that deliver value will survive...people who

deliver value are validated

New branding

alive attractive, youthful

New Products: Wellness is \$3.7 trillion industry

tons in last few years...product ideas all the time  
We look for opportunities to bring something unique to the field  
Lumination is state of the art technology in skin care...  
we have to be better than others

**New Countries:**

Next 5 years...we will be in one hundred countries...Add Israel  
Because 7.5 billion people need Ambrotose  
China: 1.3 billion people  
largest middle class in the world...larger than US total pop.  
WE are going to tap into it...the means to afford the best.

**NEW Technology:**

we are working on that...  
2018 is the Year of Digital transformation  
IT answers directly to the CEO, so we can have the best platform  
WE have to out-Amazon Amazon!

**New Comp Plan:**

Why? create the most compelling comp plan in the industry  
Create mega money for top...50% increase from last year  
April will be best month we will have in 10 years  
Without Mannafest we have already surpassed every month  
Rank Ups: in 24 years we created 300 Presidentials  
in past 5 months, 250 new Presidentials; 221 in Millionaire club

**We want Mfest 2018 to be the line in the sand...**there we were, last 25 years,...  
then the amazing Mannafest of the Future!!

It starts here...and the future is the trend...they are all

Demographics (world is growing): Middle class is exploding (Asia largest)  
Wellness will be a 3.7 trillion industry

**THE FUTURE IS OUR FRIEND**

Leave the past behind....the things happening are good for us  
No more barriers...globalization; you need to have a piece of that...

**SOCIAL MOBIL GLOBAL...**

We know social selling better than Amazon, etc.

Connectors are the ones who will do the best...

Word of mouth is now "World of Mouth"

SMART phone (not just for selfies)

manages a global empire with your I-phone.

People are influenced by social media...

31% increase in cosmetics and wellness in last 5 years

Amazon has taught us how to do it right

We will be trillion dollar industry Amazon does not have YOU

We have YOU; we will out Amazon Amazon

The Demise of Retail: so many closings

Can't connect socially because it is not their model

The rise of the Micro Entrepreneur

This is the generations

we are...by leveraging tech you look like a big huge company

Check out Uber...etc. many platforms for micro entrepreneurs

Job: exchange time for money

We have "Asset Income!!"

Fortunes are made in time of transitions

We are going to be able to make multi-generational fortunes

***Where do we go from here...***

Mannatech Lifestyle...don't sell just a product, sell the lifestyle

traveling the beaches of the world; you created income that pays with or without you

Passive income means active lifestyle...

TRIP of a LIFETIME: Top cruise visiting Venice, Croatia, Kotor, Corfu, Nydri, Sparta, Palamidi, and Athens next summer for Chairman's Club (GPD minimum...top 30). Pure extravagance! June 16-23, 2019; 25th Anniversary.

***Kevin Robbins*** Recognition...

Silver Associate (300 and 750 DPV)

Across the Board, all the directors, executives, etc...

Global Rookies of the YEAR

New Business Development of the Year:

James Hannan ...Australia

Ceci Chi...USA

Top Enrollers

Ty Tribble for US

Presidential Directors...

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**Saturday Night**

***Landen Fredrick*** His family story...mom has an auto immune condition

Circle of life 7 things:

Finance, Relationships, Wellness, Career, Purpose, Spirituality, Fun

Within Wellness, Circle of Wellness...also 7 elements

Nutrition, Physical, Spiritual, Social, Financial, Intellectual, Purpose

Spiritual: This company was birthed out of prayer

Social: we are so high IQ as social; we are a family and know no blood lines

Comp Plan...we are about financial

Purpose: make a difference in others' lives, MSM

Intellectual: Direct selling is a lifelong personal development program with a compensation plan attached to it.

We are changing lives, and taking people everywhere to a better place...

**Year to Take Pride in your Passion**

The products worked in my life and changed lives everywhere!!

Video with Stan

1. *Imagine It...*decide where you are going to go  
Zig Ziglar...those people who have a mission of what they want to accomplish
2. *Act on it*  
For some, get out of bed, pick up the phone, begin to move  
If we don't move, nothing is going to happen  
Thomas Jefferson "Action defines the man."  
Are your actions reflecting the GOAL that you want...
3. *Die for It*  
Be willing to give up things that you want for things that you believe  
Why will I sacrifice this much? we say that  
Victor Frankl..."If the why is strong enough the how will come"

**Joel Bickman...Ambrotose Life!**

6,370 Eiffel Towers worth of Ambrotose sold!!  
66,000 Bathtubs  
Dallas to New York City lined up with Ambrotose  
"What if we made Ambrotose better?"  
Formula Review: New Ambrotose Life  
What is life?  
is vibrant  
is an adventure  
is feeling incredible  
is family  
is longevity  
is healthy at any age  
is having energy and  
is living to your fullest potential

**MOST IMPORTANT Product in Mannatech History**

"Are you as healthy as you'd like to be?"  
"We believe A-Life is the most powerful supplement you can take to help improve your health."  
"How many supplements would you take in order to have cognitive, immune & digestive health?"  
"It provides your cells with precisely the nutrition they need to get you as healthy as possible."  
"If you are going to take just one product to improve your health, this is the one."  
"No other product that can improve life more than Ambrotose Life...  
for all walks of life."  
New Video is awesome!! (check out all tools in Library-recent)

"Are you as healthy as you would like to be?"

Yes, then we will give you a product tomorrow (Empact+)  
If No, then share Ambrotose Life...  
"All in one...Would you rather take a whole handful of pills or one simple slim stick?"  
If you are only going to take one product, make sure it is Ambrotose Life  
We have the industry's BEST guarantee...6 months in US

But if their health isn't what they want it to be,  
"Will you try this for 90 days and let me know what you think?"  
This product will make a difference in the lives of millions of people...  
None of this will replace you reaching out and talking to people...

**Steve Nugent...Ambrotose Life**

2 years of research on Ambrotose Life  
None get out of seats for rest of your time here  
We came to Ambrotose Life... many of our suggestions  
A product better than both...Adv and Complex and they did this...Mtech's best  
Still gives all the studies...  
Cell communication  
Immune support  
Digestive support  
Manapol is the BEST mannose from aloe on the planet  
This product takes us into all markets on the planet; It cannot be duplicated  
Patents are good...but they expire  
What secures your business for life: make ingredients in your products that no one else can have...

**WE HAVE THAT IN AMBROTOSE**

More than 15% of every container cannot be duplicated:

1. Mannose

Manapol is the king of glycans  
Tons of competitors saying theirs is better  
proof is not in good marketing it is in the science  
Highest polysaccharide content of any product on the continent

2. Ambroguard...premium form of arabinogalactan

(there are companies that sell arabinogalactan low grade for high price)  
Mtech has exclusive on best arabinogalactan in the world

3. Highest acemannan content...other stuff is marketing nonsense  
"show me proof"

4. We have a pectin in our aloe that is unmatched in the world!

Our aloe pectin deserves a special presentation in the world.  
We have 3rd party validation...and that also secures your business  
We have millions of dollars in studying the safety and efficacy to make these claims  
So, again your business is secure.

Manapol can increase the absorption in your gut of vit C and vit E

Ambrotose Life has more than double the amount of mannopol than Adv Ambrotose!

Ambrotose Life has more mannopol than Ambrotose Complex

Glucosamine is all plant sourced...Vegan and Kosher

Triple refined wakame...fucoidans...essential for production of cells  
as well as immune system

Wakame benefit from wakame needed to be in new product

Better immunomodulation

Ambrotose Life is more than twice as powerful as Advanced Ambrotose  
pinatifida undaria:

Fucoidan is what you want...you can do max of 3 refinement runs...expensive

Our competitors do 1 run

Every time you do a run you get higher effective and concentration in the  
product...only in our Ambrotose

#### Arabnagalactan

Premium arabinagalactan; we have exclusive; Lesser grades are sold as lesser products

It does support our immune system

bifido ...increases our production of CFUS

it is a pre-biotic that increase the probiotic

Helps support immune system in incredible ways

improves response to flu and...vaccines

Immunomodulatory

Always goal to maintain normal (so some need propping up and others need to  
reduce)

Contains Galactose...increase recognition

Contains glycoproteins

Stabilized rice bran...replaces rice starch (base of Ambrotose)

Stabilized Rice Bran is awesome!! Huge nutritional value all by itself...

We use it in Nutriverus

If anyone says which one product? Ambrotose Life

More: it actually gets better

New and exciting ingredients...2 of them

#### 1. MCP...modified citrus pectin

Powerful studies on MCP...and they are on lesser grades

We have the most clinically tested MCP in the industry

An excellent source of Glucuronic Acid

flushes toxins from the body by binding to them

Scientifically linked to immune support

If you are breathing drinking or eating on this planet you are taking in toxins

These chemicals are everywhere

Need to be focused on cleansing our bodies!! Key to the body!!

#### 2. Sodium Alginate:

Obtained from kelp

Alginic acid AKA alginate. AKA algin is an anionic polysaccharide found in the cell walls of brown algae. Alginic acid binds with water to form a viscous gum.

Known to be a chelator (a substance that support the removal of heavy metal a toxins from the body by binding with them)

Brown algae contains a polysaccharide...and it is the alginic acid...

it acts as a chelator...

There are companies selling AKA Alginate as a solo product and it is less quality than ours

But wait, there is more!

Each slimstick has 4 grams of Ambrotose (more than 2 scoops since 1 scoop is 1.67 grams)

Yackhof Vernon...President of Naturo Aloe Costa Rica

Zero Carbon footprint

Fernando Gonzales is Sr VP and in charge of Sales and Marketing

Improve the quality of Manapol is what they have done

Acemannan went from 33 to 45% in aloe

Costa Rica clear air is imperative...

Plant will accumulate benzene...from the air...like in China

No heat no enzyme no preservative...contains pure acemannan

Aloe has 1.2 million daltons...manapol has 1.6 million daltons

Evolv has less than 300,000 daltons (see new comparative sheet)

Having BEST aloe is great!! tied exclusively with Mannatech is even better!

They went from 70 to 235 workers in the plant

huge percentage are single mothers they employ...over half

New strain of aloe...Increase acemannan

careful selection of best performing plants

They are doubling the plantation area

Expanding processing facility capacity

Total investment this year: \$2 million

MAJOR experience...those from Carrington labs with over 20 years of experience

Fernando:

our beliefs; 60 years ago

Grupo Pelon - Activities include rice, pineapple and tilapia

"we grow wellness"

"Our best asset is our workers"

We house the workers...50 workers, school, super market

share profits with them for Christmas

They were first Costa Rican company with no carbon footprint

8000 acres of trees to produce enough oxygen

to offset the carbon they produce

We work with excellence...we only make excellence

Mannatech's exclusive Aloe Pectin

Pectin he talked about modified citrus

BUT this is aloe pectin...is the best in the world  
Lesser grades are sold by competitors  
The value of Pectin depends on:  
    extraction method  
    atomic weight (higher is better)  
    content of galacturonic acid (higher is better)  
Classification based on degree of methylation (DM)  
    high methoxyl is found in jelly and jams  
Most pectins start with HM; you want LM  
    most companies use a methylation process to lower DM  
    BUT this degrades the atomic weight; OURS starts off as LM  
We have the highest atomic weight as measured in daltons  
    acemannan must exceed 1 million daltons  
    today, ours is coming out at 1.6 million daltons  
Pulp structure  
    660 kilos of leaf to make 1 kilo of acetylated mannan  
    7.5% will turn into manapol  
    18% will turn into the pectin

#### WHY IS OUR ALOE SUPERIOR...

    the value of what you have is AWESOME!!  
    helping your body through natural process of detoxing harmful heavy metals  
    These are metal binding

#### OUR ALOE PECTIN HAS NO EQUAL ON PLANET EARTH

Ambrotose Life has aloe pectin

    growth factor binding and stabilization - promoting wound healing and (ulcers)  
    normal health blood lipids

#### **GSAB**

Introduced the GSAB...

Each one gave their background and what they may be working on...

Dr. Richard Bloomer (sports science & exercise nutrition, Dean at Univ Memphis, TN) -

“M is one of the few companies which puts \$ into clinical research re safety & efficacy of products.” Arbinos minimizes rise of blood glucose after a high glycemic meal.

Dr. Steve Boyd (on M's original R&D team) - Steve was with the group which first isolated Manaloe.

Dr. Woo-sik Jeong (expert on ginseng & nutraceuticals) - Acemannan, rice bran, arabinogalactin all crucial. Lowers pH in gut for happier probiotics. The undigestible bran feeds the probiotics. Prevents the oxidation of cell membranes (powerful antioxidant).

Dr. Jun Liao (metabolism & bioelectrical & biophysics) - May lengthen life (pro-longevity function).

Dr. Charl Marais (chased with Nugent by 2 elephants in South Africa) Nature - 2 years ago, wild animals starving during the bad dry season, would die before eating the corn



from the new (GMO) seed but ravished the corn from the old seed on this farmer's farm.

Dr. Francesco Marotta (WHO, gastroenterology) - The gut is 100 sq meters, the size of a tennis court hosting 70% of the immune system with cells which turn over very quickly. Bacteria in gut is 10x cells in the body. Bad bacteria is necessary to keep us alert but in the right balance with good bacteria. Gut has to be nourished.

Dr. Erika Nelson (neuroscientist) - Impressed with M financial dedication to research. Researched why clients got such good results cognitively. They are going above and beyond again with Life. Still the leaders.

Dr. Chandan Prasad (microbiologist & biochemist, 45 yrs in the lab) - cognitive benefits. Really impressed with M's science. Can help with mental health by getting metals out of brain; 5x more heavy metals out in urine. Mentioned that he takes Life.

Dr. Emma Roca (biochemist & extreme athlete) - She has run more than 4,000 marathons. Under such stress, her immune system suffers a lot. Recovered better made her curious so she did some pilot studies. 15 days marathon runners took 8 g per day of AA or a placebo and then the Madrid marathon. The results were amazing. Report coming out.

Dr. William Sanchez (Colombia medical practitioner) - A-Life is a dietary superman which will help with sleep.

## **SUNDAY:**

8:00 church service

10:30 - 12:30 **North America break out session**

Guest speaker: Richard Brooke, "Four Year Career" author  
(his summary is found later as he spoke in general session as well)

Awards for the Incentives around Fat Loss, other

**mannatechsuccess.com** new training website

Great for new associates getting started or old associates needing some training  
Also, library of suggested books

## **Sunday Afternoon**

### **Recognition**

New Presidentials: Bronze, Silver, Gold

**Joel Bickman** Empact+

Why not put pre, during and post into one product? We are doing it!

Chip Townsend:

Team Mannatech 15 years, took them 2 years before

Loves the products, many accolades

Sanctioning body is there...Mike Surface...w/ISKA

Break that Chip is going to be doing...world record!  
21 unsupported concrete bricks: speed, power and accuracy  
(he has to do within 5 seconds)  
Chip on this incredible new product...."not say anything but SHOW you"  
20 of 21 bricks broken...Set World Record!  
Felt awesome when we screamed really loud  
7 Bricks in three stacks  
Take that intensity and go build your business!!  
**New World Record Holder** Go after athletes...Chip loves this stuff

Chip...using Empact+  
he is 46 years old  
His resting rate of heart is in the 30-40"s  
Awesome on these products  
Works out 2 times per day a couple hours  
Better work outs, better recoveries

#### EMPACT +

One of the most accomplished athletes in the world got better results  
It is not just for top athletes in the world  
Natural alternative to other sports and energy drinks  
84.8 billion in energy drinks  
in sports drinks  
286.3 billion in soft drinks  
HUGE MARKET  
Let's go after it

#### **Dr. Steve Nugent** Empact+

We could have built Mannafest around Empact+  
Talk to the athletes... finely tuned bodies and got better results

#### Why Empact+??

It is not old Empact...but it gives you the original Empact plus a lot, lot more!  
All 3 in one...  
Provides full spectrum of crucial electrolytes for improved balance and performance  
Include amino acids (branch chain) to build new muscle  
or to have a better result post work out  
Contains an innovative...  
No genetically modified DNA or other stuff that athletes have  
Natural sweetener  
1 slim stick mixed in 8 oz of water 2-3 time per day  
keeps body hydrated  
Powerful adaptagens, beta glucans, L-Ergothioneine  
6 different mushroom blend grown and harvested in the US

VO-2 ...oxygen absorbed into the muscles

This is an adaptagen.....important for athlete because your body continues to need to adapt as you change exercise

L-Ergo...is a cytoprotectant (a cell protector) concentrated in tissue where there is high oxidative stress...the lens of the eyes, liver, bone marrow and semen.

This blend has been clinically shown (to be published soon) shows it increases your work out duration, time to exhaustion, oxygen utilization during exercise, (see Lydia) ability to uptake oxygen, exercise capacity.

Stimulating adrenal glands causing your body to go into exhaustion.

You store body fat for energy...so why do we stop working out? We reach exhaustion, we don't run out of energy.

Great for mood as well...feel good products help build your business!

BCAA need to build muscles and repair

Betaine: trimethyglycine (TMG) a common amino acid glycine

Betaine supplementation has been suggested to increase nitric oxide (NO) levels and regulate cellular fluid volume

Betaine supplementation has been suggested in clinical studies to improve ...

We also have

Calcium gluconate

Sodium

Potassium Gluconate

Gluconate is NOT BAD for us!

Important to keep up your electrolytes

Magnesium is also taken by athletes to increase energy and endurance

Iron is a mineral responsible for carrying oxygen in your red blood cells

Manganese to carry nutrients in blood and absorptions

EMPACT+ is a safe energy drink

also for mood improved,

It uses pathways that no one else's does

we don't use caffeine and/or guarana

Just pump up B1 and B12 as high as we can

B12 at 500% of the DV

Helps boost your energy and other

B complex needed to help convert food into energy

Vegetarians have a hard time getting enough

B6 helps the body make antibodies, maintain normal nerve function, maintain hemoglobin. Hemoglobin carries oxygen

Vitamin B3 and Vitamin B1 (at 250% of the DV)

B vitamins are all water soluble...so spew out what you don't use.  
Added vitamin D as well...Vegan friendly, etc...

### **Richard Bliss Brooke**

Top network Marketer, first one to be on Success Magazine, 42 years experience  
Author of "Your 4 Year Career"

Lesson #1 about recruiting:

Just 'cause someone says no today,  
(they may not be looking or in overwhelm trying to survive)  
"Hey what about Mannatech... "

Chicken cutting said "Can't advance unless have 4 year college degree"

Brookes hated school...cheated to get through HS

"I could've been retiring from Chicken plant this past year OR I could've had the  
incredible life I have had."

You have already proved you know the product, love the product, so go out and tell  
people about the incredible opportunity

Steve Spaulding got him into network marketing: Told him 5 X 5 X 5 X 5

"He gave me the world 'cause he had the courage to offer me more"

***He had the courage to cast the vision***

And if you all want Mannatech to step into its proper place you need to get into  
recruiting!!

What do I think everyone I am going to connect with today?...more interested in science  
or that this company will send them a check for 2000 today and the next month and the  
next month, for the rest of your life, and your son's life, and...

What do people worry about? Glyconutrients or their child's education?

People live in the pursuit of staying alive...

We have the opportunity to share both!

So why not do it! and talk about it as powerfully as you talk about the products

People do not understand our model...the extent they think they know they don't like  
it...Our market place just does not understand...

He is dedicating his life to changing the way the market sees our business model.

25 years ago... 2 things changed his life:

1. Changing the Game: New Way of Selling by Larry Willson
2. Psychology Today date article...July 2012

This is study of students on the plane...answer seat mate q's but you keep asking  
q's to them...At end of trip: "He's the most interesting man I ever met."

"Why is he coming to LA? What does he do for a living? What is his name?"

Didn't know any of those answers ...

**Make it ALL ABOUT THEM...**you stop talking and start asking questions.

So, Authentic Recruiting is Listening

## 8 Steps to Being the Most Interesting Person they have ever met

Visualize a great big funnel...you have massive list: phone, social media, etc.

Step 1: At top of funnel are people you are connected to

Get in the mode of being willing to connect with people!

It is not motivating you enough to talk to people...Get out there!!

Step 2: BE CURIOUS...is you asking questions

Step 3: BE HONEST...How often does someone ask...

Don't be evasive... If they ask you what you do...say I am a network marketing...

Trust that trust will get you lightyears down the road versus any sales strategy

Step 4: Be Present...Be With!!

Step 5: Be of Service

give them referrals help them get a contact

Step 6: Be Patient

don't jump the gun, don't be desperate

Step 7: Just take a look...

Baby steps...get them just to take baby steps...

Step 8: Honor the No

"Amber I hear it, I honor that and I accept it."

"Honestly, Amber I am so crazy about this would it be okay if I kept you up to date on how I am doing like every couple of months?"

### ***Major Recognition Sunday Night***

Platinum Presidentials

### **MONDAY**

#### ***Landen...M5M***

Sarah Bowen

Story about family in the parking lot

Love looks around...do you know who is walking behind you

who is around you, love sees the need, love asks,

We get so focused on mission...making a difference

M5M Accomplishments 2017

21 countries in 4 continents

100,000 per day nutrition

30 mill servings in the last 3 years

This third year she chose to find HELP with this

2016...17 million

2017...30 million

What's Next:

NEW PARTNER: Kids Around the World

One Meal Program execs

8 Million meals this year

Whole new thing for M5M

we have 200,000 more meals to pack...HERE at Mannafest

1.5 hours of your time nourishes a child for a year!

**Al Bala:**

"Lifetime Achievement Award"

Ray Robbins leads this section...Entire family on stage (except Kevin's son)

Leave here and find your passion...

Giving Spirit Awards

8-9 different countries

Mary and Roy Thureson from the US

**Patrick Park TruHealth**

TruHealth Master Challenge in Korea

6 qtrs of this with TruHealth

He has a 4 pack not a 6 pack

TruHealth Challenge:

"Fly Like a butterfly"

Season 1-4/total Challengers 1718

Total Weight Loss: 6,961 (15,346)

Total Fat Loss: 4, 512 kg (9,947 lbs)

Average Weight Loss/ 4.4kg (9.7 lbs)

Chris Simons promises he will lose 10 kg

Nutrition Product Category Sale Portion

TruHealth 20%

Health Food 80%

Ranked 7th in world in MLM

TruHealth Master Challenge Promotion Summary

(photos taken)

Each season

group picture in formals afterward; Incredible marketing in South Korea!!

Testimony:

Old friends his fat

New Friends his muscles...

Where are we going? NO LIMITS

Are you evolving because the company is...

We need to talk more about fat loss, healthy, better and tell more people

Tell our stories to as many people as possible!

We need to create a lot of stories of how we evolved together

From Kristy Sapwell, Australia

Started 3 years ago...\

Now it is a lifestyle for her  
It is all about nutrition  
Shakes for breakfast every day  
Offering TruHealth is the most complete nourishing meal you can have!  
The fact it is a vegan product, incredible  
helped her with her business  
She feels so much healthier, sleep better, etc.

FROM Gary and Patty Browett, CANADA

Boot Camp  
Refocus on Goals  
90 day goal in 30 days, ranked up twice  
Learn to love people as much or more than we love our products

FROM Korean man

I am going to knock an if I knock the door will be opened  
I am just ordinary person...  
I think I can inspire more people to do Mannatech  
Won the challenge by just plane hard work  
2nd challenge he did and worked hard!!  
Important thing is having a lady supervising your program!  
Realized what he was doing wrong...just got a lot more disciplined  
Must be teachable  
Duplicate what your upline is doing  
Always try to be successful...  
Follow directions on food..  
He is computer programmer so very sedentary, addicted to computer games, and now  
changed my ways because of Mannatech  
I saw a leader get out of a Lamborghini and that drives him now  
Ambition: become a PPD!

***Ashley Fredrick Torian***

Mindset of a Champion  
Rock solid mindset to reach your dreams  
One thing stopping you "Diet Mindset"  
It is not just about food, it is about every area of your life  
It is very low energy and not very attractive  
Common self talk...  
See slides from Ashley

**Brian Tracey**

"The Psychology of Achievement" READ THIS BOOK  
Double your income...

Will you try out his ideas...cost you nothing but little bit of effort and determination  
We work and in this case (Mtech) it is helping others  
He studied self made millionaires

"How to Become a Self-Made Millionaire"

this Russian is worth over 8.7 billion

Your only limits are in your own mind...

"How can I increase my income by 2X Then 10X?"

Brian Tracey used his formula on himself and increased his income by 100 times

If you increase your income by 2.5 per cent each month, double income in 2 years and 7 months

Make certain amount of calls, delivered a certain amt of products...

**Increase income 2.5% per month you will double your income in 2.7 years**

In 10 years you will increase income 10X!!

So, it is the little increments that make all the difference

He has been using the Manntech products for 20 years

He asked Al...you get up every day and go to work to make more money

For us, it is Sell More Mannatech

Selling is like a recipe in the kitchen...if you mix recipes the right way then you have a wonderful result.

Keys to success

Warren Buffet and Bill Gates

Guest "Tell me what would you say is most important quality for success"

**FOCUS** was the word they said...

If you can FOCUS, (**do one thing at a time and complete it!**) you can do anything

IF you can't you can't do anything

**All Success with time management is task completion**

People who do not focus on their most important tasks, do not become successful.

500 top income people in US

ave. income \$11 mill per year

they started off in small jobs

they earn 300 X what ave in their company

Peter Drucker...most important word in your financial life...CONTRIBUTION

Then they pay you more and more

So to get to 300X, just listen to our boss..if you could get really good at "X" then just do that...

Work out a plan to learn this skill

Study each night to learn this skill

Instead of TV, sports, Partying...

These people have massive books..

Rich peoples' homes are full of books, and poor people full of TVs



Not income inequality...it is contribution inequality.  
1950-1990...Korea increased their income by 50X  
They are one of the most advanced countries today as well  
North: they starve to death and in the South they are one of the richest

In the US: have 24 hours per day, 168  
but if you ask ,some people say 40

Here is most important question:

Could you slice off 10 hours each week to become better  
in what you do and become more successful?

If the answer is YES, then you can become rich!

Bill Gates reads two business books a week and his review...

You can find this on the internet

Rich people read!

***Make a decision from now on...develop one skill at a time!***

Ask yourself this question:

Imagine you have no limits to develop skills, what one skill  
would that be? Recruiting!!

All Skills are learnable...

Closing Skills

When done giving presentation, you must be prepared to ask the question!

The more you ask, the more confident you become

The more confident, the more competence

***What one skill helps you the most?***

Theory of Constraints...

What sets the speed at which I double my income

80% of the reason you are not doubling your income...is within you

Today we have tons of jobs available here in the US

You can earn more money today faster than ever..

Always something that holds us back

Our own fears and doubts and negative beliefs hold us back

Self limiting beliefs

We make up excuses not to talk to more people

What sets your speed is yourself...

Double the number of people you talk to each and every week...

90% of sales people cannot even tell you how many they talk to every day..

1. Talk to more people every day

Ave Mtecher will talk to 1 new person per day or less

Ave salespeople talk to 2-3 per day

IN next two weeks, write down each day how many people you are talking to  
each day! **KEEP TRACK!**

**Every person who says no you earn from ...because it takes X No's to get to a  
Yes** (our five levels of formality help people to talk to more people)

2. Be more productive

Make a list daily and do the things most important FIRST  
Double your activity will double your outcome  
Work on all the things that work!  
work 8 hours per day...nothing else  
People love to double and triple their income

3 Keys to wealth:

**1. The Law of 3**

he is best selling author on time management

***90% of income comes from 10% of your time***

(90% of time is fun stuff)

Just do 3 things...

- a. If you could only do 1 thing all day long, which one activity is that?  
(In our business it is recruiting)
- b. If you could do only 2 things, what would second be
- c. If you could only do 3 things all day long, what would be third?

If you figure this out, what would they be? Practice the Law of 3

Other items that hold people back:

Never worry about something you cannot change

Can't change the present cause it moves too fast but can change the future

**3 great ideas:**

1. Your highest income in your life is in the future  
Just simply by learning one thing at a time.
2. The biggest accomplishments are in the future and based on imagination  
Take a No Limits Idea  
If my business was perfect today, what would it look like today?  
If my life was perfect, what would I do every day
3. Your happiest days in your life lie in the future  
Only limit is the one you place in your own mind

**Monday Night:** M5M Gala

**Tuesday a.m.:** Dr Nugent Product Training (4 hours)

(I will send out/post this week)