

MannaFest 2020!!

August 24th, 2020

- Mannafest Specials good until Tuesday
- Next TNL, August 25th at 7:30 Pm CT www.allaboutmannatech.com
- Check out the new materials in the library
- Mannatech Made Simple – Oct 24 – Click here to Register:
<https://www.eventbrite.com/e/mannatech-made-simple-registration-116262691841>
- Are you using the Discount Coupon codes to sign up your new customers?
- Winning Mindset for Success Webinar by Merri-jo, Thursday, August 27th at 8 PM CT... Register: https://zoom.us/webinar/register/WN_cXxL1d8kR5aI4vEvRgrZgg
- Order your OSP/Ambrotose brochures: <https://www.mannatrain.net/order-materials.html>

Al Bala

At Board meeting in March, the Board said "deliver More +1"
Go beyond expectations

New Award: 20+ Years and Platinum: Video was nice touch...Wendy Kremer and Don Partridge in US

Those were the founders and very special people.
Founders are our legends (all US)

Kevin Robbins, Chris Simmons and

Recognition: top leaders

April 2019 - August 2020 New Presidentials
Takes skill, determination and drive

Sona Van der Hoop and Tim Altvater

Made such a difference, Big supporters of M5M:
New Qualified Bronze Presidentials.
Million Dollar Club New Members

Giving Spirit Awards:

Sue Dong, US
Carrie Fumerton Canada
_____, Canada

Dr. Fraser, *Overcoming Struggles and Uncertainty*

You learn to conquer your fears and struggles and push beyond your potential
From Australia; He does action research

Latest research:

When involved in a struggle, two choices:

1. go towards it - behavior - takes us closer to our values and goals
2. go away from the behavior - doesn't align to goals and values, we merely feel better temporarily

Key to Results: take consistent action

What stops us: in midst of challenge and can't handle the discomfort/struggle

3 things influence us (these often push us away):

- 1) The stories we create ("they are going to get mad")
- 2) Thoughts we think ("this won't work")
- 3) Emotions we feel ("I don't want to fail")

All these lead us to procrastinate

To achieve more, 4 key things to do in moments of struggle:

1). Be able to sit with discomfort that comes with the struggle

We are taught that in order to be productive we need to turn overwhelm into joy; NOT TRUE. When we are in stress and pressure, feeling positive thoughts and emotions are hard.

2) We tend to overreact, attack others (marriage), drink alcohol

This is NOT constructive behavior.

3). This feels uncomfortable so I am going to make it go away - so I will blame someone else (Mtech as well)

4). We get stuck and procrastinate. "I can't do good until I feel good."

We need to be able to *tolerate negative emotion* and *sit with discomfort*.

Problem with happiness:

1) emotions come and go...can't be happy all the time

2) it's prevented our relationship with negative emotions, incapacitating us in sitting with negative situations.

Every generations thinks they have it harder than the prior generation

What has changed is parenting

in 1970's: "I will give you something to be upset about!"

in 2020's: "discomfort is bad for my child"

Key point:

People who had a good relationship with "struggle" don't believe they have to experience positive thought/emotion before taking action.

Our pride: comes mostly from the hard things.

Study found: we accept stress, emotions and thoughts when we are in struggles.

We will always have a mixture of positive and negative thoughts. Don't judge yourself for this variety of thoughts. Rather than forget it, accept it. When we come from accepting those thoughts, we can move ahead. When we fight the anxiety and nerves, then we have a harder time moving ahead.

When leading other people, don't say "you don't feel like this - - feel like that."

Now they deal with struggle AND your judgment about them.

Acceptance is critical: Instead, validate their feelings, "okay to feel that way, I would feel that way too." This frees them up to move forward.

Option:

#1: Sit with discomfort

#2. Accept it

#3. Focus on development that comes from the struggle

When you do this, you grow through struggles, you develop self confidence in overcoming.

We grow most when we are struggling.

Once achieve goal:

1. Period of elation; but doesn't last long; gets stale
2. STRIVE - is most important part of goal; when we are striving to get better and evolve

Study Results:

Looking forward: "I just want to be happy"

Looking back. "I wish I would've been more courageous."

What people who deal with struggle well do: constructive behavior within the moment.

So, look for most constructive behavior.

"SAFE" Model

1. "S" Sit with discomfort
2. "A" Accept storms, thoughts, emotions without judgment
3. "F" Focus on development
4. "E" Engage in constructive behavior in the moment

Ashley Torian

Deep breath and exhale

Stress release:

curl tongue and breath in; then teeth together and breathe out

Lymphatic circulation

Bend knees in bouncing motion

Get anchored

State: I am Equipped; I am Empowered; I am Ready

Lift arms above head 1 at a time with each statement

With exhale bring arms back

Recognition:

Olga, Tim

M5M

Adding M5M to shipping boxes

Leadership Level contributions in back office

You will get notice how many you are feeding by leadership level

We are at 4.2 million servings so far this year; last year did 8 million

Greater need with Coronavirus

M5M: 3 locations outside North America

- 1). Haiti...kids around the World partnership
- 2). Guatemala...huge growing need; not fed in school anymore
- 3). South Africa...16,000 kids per day are being nourished

ALL FUNDS COLLECTED TODAY GOING TO THESE THREE

Ray Robbins

1st step to success: to show up

The church is the people...not the building

We in Mannatech: the company is not us but the people
Zoom: opens endless possibilities for us
Don't just pray for church family but those all over the world.

Landen Frederick

People with huge giving hearts (Mtech Associates) Asked for donations to M5M
Stan is giving \$5,000 and will match up to \$5,000 more (hit it plus more)

Al Bala

Customer acquisition/retention critical
Promise: enjoy residual income

Landen Frederick...Customer Service

Build on Love of company and belief in product
Improve: focus, clarity, consistency, simplicity
Define and create the Ultimate Customer Experience (customers and associates)
"The purpose is to create a customer who creates customers."
talked about Mari deZiago
a "nana" fired up to be in Mannatech
Tony Hseigh
Follow your Passions
Make the people happy
"We are a customer service company that just happens to sell shoes."

Ben Mayo

Email Outreach Campaign when customers don't close out orders, etc.
Business stats dashboard...new; no need to understand success tracker reporting
New Associate Onboarding...complete platform
Website upgrades
More customer Experience Initiatives

Tim Altvater

Sales and Success Plans for 2020
Top selling company in health and wellness
Next 25 years:
77% of American adults take supplements
(See pictures)
78% of population 55 years or older consume dietary supplements
Growth for next few years: 8.2% per year
Online sales are up 40% for nutritional supplements since 2015
77% of the digital dietary supplements are dominated by Amazon
Goal: a simplified sales plan
Associate Benefits
Power Seller Bonus improved
Brand new Fast Start Bonus
Discount codes (coupons)

Best is yet to come: simplified sales plan using the best assets we have
Renewed focus on immunity...new recognition of importance
expected to grow as well as probiotics at 6+% per year

Ben Mayo

Highlighted the Mannatech App
Interview Heiku
Used App to sign up 22 new customers

Heather M. from Canada

loves the Zoom platform
excited about results
stops and starts...NOT! Just keep moving forward.
Encourage everyone whether quit like she did...falling in love all over again!

Scott Miles

Microbiome critical; 70%+ of immune system located in the gut
Hottest trends in recent years: ours is NEW *GI-Biome System*
Help strengthen = GI Pro Balance
Help Balance = GI Defense
Help Support = GI Zyme

Steve Nugent

Presentation:

1. Difference of enzymes and probiotics and why need both
2. New GI Defense
3. Improved GI-ProBalance
4. Improved GI-zyme

What is the Microbiome?

Microbiota is the set of microbes, the ecosystem community created is the Microbiome. ..refers to the genetic material of all microbes living in and on our bodies.

100 trillion microbes live in you; help support immune system, and optimize immune modulation

Life Benefits of Microbes:

help digest and ferment foods...so help maintain healthy weight
Detoxify...as they take in toxins
Help keep infants healthy

Human Digestive Tract Functions start with digestive enzymes.

Need enough enzymes to digest or no value in eating food, and ferments which can become toxic

Protects the body from harmful substances...controls what enters the blood

Intestinal wall acts as a barrier...tight junctions allow water and nutrients to pass through, while blocking harmful substances.

Tight junctions in gut...if not tight, become loose and permeable...then leaky gut:

harmful toxins and bacteria to pass through the intestines and into the blood
Some scientists believe up to 90% of health issues attributable to leaky gut

Gluten issues

Food addition: make pasta more stretchy

Problem: hard to digest; requires a special enzyme...gluten sensitivity

Giladin a component of gluten linked to intestinal disruption

Issue: we can't digest what we are eating

sugar, non-steroidal anti-inflammatories like Ibuprofen, excessive alcohol

Other items leading to leaky gut:

Lack of vit A, D, and zinc

Chronic Stress

Yeast overgrowth

Symptoms of leaky gut:

Food sensitivities

Persistent acne

Fatigue

Weight Gain

Digestive issues

Mood Swings

Digestive Health Product Sales/Projections

\$32.7 billion sold in 2017

\$57.4 billion projected by 2025

#1 Problem: Health and Wellness

#2 Digestion health: is #2 in wellness market right behind "general well-being"

Global key Drivers:

Gluten consumption

Excessive Sugar intake

Poor nutrition habits

Stress

Alcohol consumption up 70%

Gut Brain Axis

Brain -to-Gut

Gut-to-Brain These are both incredible connections

1. Goes through the Vagus Nerve: 100 billion neurons in brain; 500 billion in gut

2. Neurotransmitters...chemicals produced in brain and gut...like serotonin

GABA is produced in the gut but needs to be transported to

3. Other chemicals produced in gut

short chain fatty acids such as Butyrate

Gut -to- brain access to produce more serotonin

Bacteria is critical

short chain fatty acid produced in the gut

Probiotics: good bacteria

Prebiotics: Ambrotose and Manapol

GI-Biome System

1. GI Defense

to soothe the intestinal wall, support butyrate production strengthen Gut Lining and integrity...and help to purify healthful bacteria to flourish
Butyrate important for integrity

Butyrate (also called Butyric Acid) Short chain fatty acid
vital and produced when good bacteria breaks down dietary fiber
provided fuel for the gut (colon cells get 70% of their energy needs)
provides anti-oxidant support
supports integrity of gut lining
supports blood sugar balance
supports brain health

Nf-kB

protein complex controls transcription of DNA, cytokine production and cell survival; butyrate is KEY to Nf-kB...which is key in regulating immune response

CAN FIND archived in the Library:

Approved Benefit Claims

Key Ingredients: cutting edge technology: flavobiotics

What are they? small molecules flavonoids from citrus prevent absorption until
Studies show:

1. inhibit growth of negative bacteria Enterobacteriaceae
2. support growth of certain good bacteria
3. help strengthen the gut barrier

Other key ingredients:

Cinnamon, peppermint, cloves, grapeseed extract
Piper Nygren, Marshmallow root powder, licorice root

2. Improved GI Pro

3rd incarnation of GI Pro

Most people don't have proper balance
70 million

In Eu - 86%

In Ca - 54%

Probiotic sales in US: 57 Billion; expected to grow at 7.7%/year

Original to New:

added 2 new probiotics (from 6-8)

Bifidobacterium lactis

Bifobacterium casei

Capture chart here: See GI Pro Improvements

Manapol and Ambroguard added

3. Improved GIZyme

Protease molecule look like

Need enzymes because the foods we eat will not get broken down

Lactose need lactase

Slide on digestive groups

How stomach works

stomach produces acid

drugs kill pumps which are so important to your health

So, when kill pumps, they are replaced in 24 hours

So, have to take heartburn meds all the time

Stomach pH: 1-3

Duodem pH: 4.5

Intestine pH: 5

Signoid pH: 8

Different levels of pH as you go through your digestive tract

So, GI Zyme is multiphase

Phase 2 is below the stomach into intestinal tract

No excuse for you not to have enzymes before you eat

pH activated:

Protease 3.0 - activation in stomach

Protease 4.5 activation in duodenum

Phase 2: intestines

Protein...pH 5,6,7 and 8

work all the way down

Older people: Less digestive enzymes left in their systems

today, people are living longer

2070...see slide

lose about 1% per year of your digestive enzymes

10 years...approx 13% loss; so as we age lose ability to digest foods

post 60: everyone should swallow enzymes

Cannot get them in food...cook them and the enzymes are killed; eat raw and get some

They added Lactase in GI Zyme to digest lactose

added alpha galactosidase to help with flatulence and bloating

added Ambrotose and glycos

Approved Key Benefits slide:

LEADERSHIP: Leone Van de Linde

Interviewed by Sona van der Hoop

4 top characteristics: Thinking, Belief, Confidence and Fearless

These are not skills you have, they are all developed by working at them

hard work over and over, reading lots of books

practicing getting better every day

We are 99% mental..."As a Man Thinketh, so is he"

The game here is much bigger

the game is won or lost in the locker room before it gets started.

You either succeed or you don't. Winning more than losing = Champion

Leadership is MAKING THE DECISION!

Do you want to go on this journey?

Our background is very limited...in thinking

Lots of things have to change...you have to decide to go on the journey

#1: love to read books

Her upper echelon in her business is all about UNITY

Keep it simple and fun

Listen to audios

Associating with the right kind of people/moving forward

Reading always

Leadership is not a position ...it is about action!

Discipline is critical...

5 most important:

1. Honesty

2. Trust

3. Applied Faith (believe before you see it)

4. Humility: Humble spirit or can never walk in unity

5. Self-Mastery Become a greater self...be the example

Anyone can do this...CHOOSE IT!

Mark and Steph Sullivan from England

gave testimonial about the impact of the Andrew Leedham Course

Sona promoted the offerings by Andrew...only available through Sunday.

Recognition:

Top Rookie Announcements

New International Presidentials

Top Customer Enroller

Top Associate Enroller

Stan Frederick

Change your mind to change the world

Fulfill the legacy you have been left with

Fill the shoes of the one who came before you

Top Business Builders

Ray Robbins Giving Spirit Awards

Hanson Ma

A question: about recognition. Always recognize everyone

An ND...you have 2 Leaders!

Every small recognition is critical for growth; incentivizes and encourages people

Julia Zhu

Told her story of 100's of shares and still no one came into her business. Frustration loomed. Then learned to work on herself first! Now 3* Platinum!!

She talked about being ready for the challenge of 2020: social distancing has stopped us from sharing as we used to; "are you willing to meet new challenges??"

"When your desire to succeed is as great as your desire to live, then you will succeed."

"Shepherd with lots of wealth leads in front of the sheep. Shepherd with low wealth, contains the sheep from behind."

Her organization has a PD Factory.

Mary Erb

She uses the App to communicate with everyone, and she loves ATM. She connects with 1-5 people a day on the ATM. The sending out of info through App is all about connecting and it is here and the future. She also loves to send out samples to get new customers.

"Are you into wellness? Have you heard about glycans?" "No." "Hey I'll add you to a community page" then gets them on ATM

She also loves Groupon

Don't try to be someone you are not...be yourself and you will attract people like you.

She learns from everyone...E-Merge, She Society, Noah St John, Merri-jo Hillaker, and other calls.

She is on a ton of social media platforms.

"What's the most important meeting? The next one."

"Put a smile on your face."

Send materials to people..."Educated people make educated decisions."

You want your contacts to go to your storefront.

"Welcome to the greatest nutritional program."

Go to ATM: Growing rich in your niche.

Kevin Robbins

2 Promotions: Will run through end of year

1. FAST START...starts in July so can win in next week if NEW SIGN up in July;

You will get double the Power Seller Bonus if you earn it in your first full BP

New Associates only (requires getting 500 PPV in 1st Full Month)

2. Expanded Bus. Dev. Bonus

Currently: If personally have 500 PPV and enroll 2 Assoc, and help them get their 500 ppv, then earn Team 2 Bonus; 4 Assoc and you earn Team 4 Bonus

NEW NOW: if you build wide so you have Team 2, Team 4, then Team 6 earn \$450,

Team 8 earn \$650, Team 10 earn \$850

Ben Mayo and Merri-jo Hillaker

Introduction to NEW Onboarding/Training Site!

(see attached picture)

to be done by end of September/early October

Tim Altvater

How to Close More Buyers

People don't like to be closed. But they love to buy!

Supplements: up 10% going from 65-75% of people

Instagram is one of the largest buying platforms....so many ways with pictures

SO: We do not have to re-educate buyers who already are taking supplements; so just distinguish Why Mannatech

(see language in the slide)

Use money back guarantee

New Incentive

Get a "Mannatech Makeover"

Home Depot gift cards

Incentive starts August 22...look for rules

Close

Al and Landen

11,999 at this Mannafest

Broke all records

"Watershed Moment"

A Brand New Mannatech since January 1

Make people "Raving Fans" of Mannatech

64 Days until next event...October 24th; want events every 2 months like this.

Sunday Service at 11:00 am tomorrow



GI-Biome System™

HELP
STRENGTHEN

BUILD
BALANCE

OPTIMIZE
SUPPORT

STEP 1: Help Strengthen your Gut Lining with butyrate support from GI-Defense.*

STEP 2: Optimize Support for your digestion and nutrient absorption with Enzymes from GI-Zyme.*

STEP 3: Build Balance your Bacteria with Probiotics from GI-ProBalance.*

* These statements have not been evaluated by the Food and Drug Administration. This product is not intended to diagnose, treat, cure or prevent any disease.

See Research on the benefits of GI-Defense® and GI-Zyme® at [mannatech.com/gi-biome](#)

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Start Watching

Fast Track Onboarding Course

Congratulations on making one of the most important decisions of your life—to join Mannatech as an Associate! This course is designed to help you become familiarized with the resources and tools available to start and grow your business.

[▶ TAKE COURSE](#)

Quizzes

Take quizzes about what you've learned to add more points!

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Courses

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BUSINESS NEW

Fast Track Onboarding Course

BUSINESS NEW

A Business Growth Series

BUSINESS NEW

Help Others Feel Great & Get Paid

PRODUCT NEW

Glycoutrients Explained