

Mannafest 2021: Momentum

September 13, 2021

- TNL: September 14th at 7:30 Pm CT www.allaboutmannatech.com
- This week's "Product Focus:" - GlycoCafe
- Social Media Saturday's with Lindsay.... <https://zoom.us/j/92316191159>

"All" Mannafest replays available: <https://mannatechvideos.wistia.com/projects/8keejma4ix>

1. Introduction:

Flag ceremony

2. M5M

Terrific video reviewing our opening of Ecuador; already sent it out to 3 people (here is the link. <https://mannatechvideos.wistia.com/medias/nlru0ib6t1..so> share it)
It is "who we are" Landen: "Ecuador rocked my world."

3. Al Bala

- a. Our growth in North America: greatest rate of growth in 5 years! And continuing!
- b. Newbies: "You are all in the flow." Others: ranking up
Those "oldies - still looking to reboot and regain momentum" (mass X velocity)
Momentum is strength of force: series of actions/gained in motion.
Motion: beginning of momentum; corporate goal is to 2X in next 3 years
- c. Compound Effect: reaping huge rewards from small, smart choices
- d. Now: couldn't be a better time...biggest growth spurt in 25 years.
Three segments in the economy growing: home based business, health, GIG
- e. What do you want to achieve? Choose it, get connected and get roadmap
Can drive momentum or
- f. Anyone looking for GIG opportunity is your target!
53 million in/more shifting...represents a great opportunity
- g. Momentum Spikes: This is the weekend but it is YOUR CHOICE!
- h. Success breeds success...get in motion! *"Success is not final, failure is not fatal: it is the courage to continue that counts."* Winston Churchill
- i. Momentum is organic....
 - 1) Motion is internally driven
Mark of a life cycle of business: if momentum was lost, regain it, start anew.
 - 2) Momentum is generative: success breeds success, feeds on itself...Upline
 - 3) Momentum is sustained. Must be supported over a long period of time
Continuous consistent results over a long period of time.
 - 4) Momentum is protective: like a bike: standing by itself, needs support; when riding it in motion...it needs nothing-just you riding it!
- "One way to keep momentum going: have consistently greater goals." Michael Corda
"Momentum solves 80% of all problems." John Maxwell
- k. How to identify Momentum:

- 1) Do you have a clear goal.
- 2) Do you have an effective system?
- 3) Do you have a stable brand driven by a superior product?
- 4) Do you have an enormous market?
- 5) Do you have exceptional consistent growth?

1. CEO Challenge: 28 days of Daily, Deliberate, Intentional, Focused Action
Activity **NOW** Newton's Law of Action

Motivation: falling in love with what you do so much...you can't wait to do it!

m. Nick Vujicic: "Keep moving ahead because action creates momentum, which in return creates unanticipated opportunities."

Create momentum in your own business: daily deliberate, intentional, focused actions by Mastering the Simple things

4. Landen Fredrick, Executive VP : Update on 3 Initiatives "This is our Moment!"
 - a. Marketing: hired Christin Knight, simple concise easy to understand story...best brand stories with customer at center. Clear brand story will help you.
 - b. Simple duplicatable process: system to enhance approaches.
"Massive duplication drives momentum." Duplicatable by ALL!
 - c. Define products/process with better tools
 - d. M5M partnership...gives meaning to what we do!

5. Recognition of Mannatechers who have been in for 25 years throughout event: 390,000

6. Ray Robbins 3 Star Platinum...sharing his story

7. Rank Ups

90% of all new Presidentials are South African, Chinese, Korean; only Marcia Shafer-US

8. Chris Simon: recognition section (Kevin: "Chris is hardest working guy in Mannatech")

Lots of great testimonials. Listen to them AND use them!

 - a. Naomi Joy...

struggles, MLM issues, scared to put money in,
"Take those moments of courage and work it out later"
"There has to be a better way than this..."
 - b. Steph and Mark Sullivan, BB of year for Europe
So many others so pick and choose a few.

9. Dr. Phil Agrios; worked as chiropractor for a short time; lots of trauma in life
 - a. Why people self-sabotage? "Felt disgusted with self...what is wrong with me?"
Down deep you are not being taught something. His life story a train wreck, fraud allegations, legal, lost chiro practice, nasty divorce, lost all his money, bankruptcy
 - b. **My disagreement: we are not born with this inside us! It is programmed early on in life. No such thing as "inborn sabotaging trait."**
 - c. 3 reasons why people sabotage themselves:
 - 1) They lost success before.
 - 2) Doing what's necessary.

- 3) More success equals more pain.
"I want to double my business" Phil says no you don't or you would have already done it!
- d. The "inborn sabotaging traits"
 - 1) Scattered and unfocused; Doesn't finish projects; Chaos
 - 2) Overly Give/Overly Supply; Hard time saying no; rather hurt self than others
 - 3) Hard time expressing; hard time confronting; overprocesses...can't let go
- e. Labels:
 - 1) the Director
 - 2) the Supplier
 - 3) the Communicator

10. Recognition

- a. Giving Spirit Award: USA was Satoe
All of them were so inspiring! "Business that provides true health"

11. Phil Agrios, How it all Works

Always work on you! Drama creates self-sabotage. He can show you how to use to your advantage. His quiz online: sabquiz.com

12. Ben Mayo on the New Social Media Studio (feature of Mannatech+ Premium Subscription)

- a. Weekly additional social media posts added you can use; new item: can schedule your posts from your phone so automate for week/month
My warning: if use ones that have "Mannatech" on, you could lose that prospect
- b. Analytics (YEAH) so can see where getting highest engagements! Must track!
- c. If not subscribed, can today in "back office" "My Business"; once subscribe go to Apple Store and search for Mtech App

13. Lindsay Tomkins

- a. Always be complementing others but build your own "Brand Persona"
- b. "Know, like and trust": become that person!
- c. Pick up on others key words they use; action oriented step in conversations
Optimize every opportunity!
- d. You are there to "pivot" them along...NOT always there to sign up and close...be patient, "be on the path"; ask: "am I getting them engaged?"
- e. "Engagement is important but conversion is KING"...
 - (1) Is my content effective?? Am I getting reach? read analytics
 - (2) And is this making me money?
- f. Loves the planning ahead in the Advanced Suite

14. Recognition

- a. Germaine in Mexico
Great story...and if he can do this in Mexico, what is our problem?
- b. Justin and Sue Dong:
Mtech is health care plan and opportunity
Worst of my life: ringing of the alarm clock every morning!

Every day we get to help others. Building Business with Momentum!
"A team cannot outperform a system." Have a System!
Hines' system includes read books, listen to CD's and attend meetings.

15. Bill Walsh...theme "Momentum"

- a. How you do anything is how you do everything.
- b. Don't measure success against anyone else.
 - 1) Take ownership
 - 2) The quality of your language will dictate the quality of your life
 - 3) Give back
 - 4) Take a step back...you are in this for a reason.
- c. Momentum: what does it look like for me?
 - 1) This is a differentiating factor.
 - 2) This is about getting in the flow.
 - 3) Other people make it look so easy
 - 4) It becomes a natural process to have.
- d. IF YOU WANT TO BUILD FAST AND STRONG, BRING PEOPLE WITH YOU!
- e. Momentum "what does it look like for you?"

This is a differentiating factor. This is about "getting in the flow"
Other people make it look so easy-it becomes a natural process to have Success is their make up
No Magic: people who work the hardest create the magic (and have greatest results)
- f. Next 3 months (90 days) make your decisions
 - I am going all in...100%
 - If part-time, go full time
 - If full time, give it YOUR ALL in the next 3 months

How do I do it all?
So many methods...do research on the Top 10 in the company...they do things very well. Push reset!
What does an unstoppable person in the Company do? Watch top distributors.
You can do it...and do it better!
- g. Whatever you feed your mind, you become!
 - 1 time a week watch the M5M videos;
 - Everyday: Listen to inspirational videos on YouTube
 - Your quality of communication with yourself is critical.
 - Turn off news. Remove negative people. **Guard the gates of your mind!**
- h. Everyone you talk to bring up the opportunity...SW SW SW NEXT
Never lose momentum! Never lose power of focus. **Follow one course until successful.**
- i. Plan: how many names added/contacts/presentations per day? KPI!
"You are in the right place at the right time with the right people."
"Don't let them pierce your armor." "Hang with those who celebrate."
Make these the best 90 days of your Business ever!
Post a flow chart on the Wall - 90 days.
- j. Daily habits are everything! How someone does anything is how they do everything.
"Get yourself in the Process of Success."
- k. 1st part of Momentum: Massive Action

2nd part of Momentum: Measure your success

3rd part of Momentum: Become Unconsciously Competent

1. Build Momentum:

- 1) Don't lose morale
- 2) Be patient with your business
- 3) Go back to basics
- 4) Get a different perspective
- 5) Evaluate your own leadership
- 6) Reach out to customers
- 7) Be Bold with your vision

16. Testimonials

Helen and Ken Baik

"If you want to build fast and strong, bring people with you."

- a. Read lots of books
- b. # of people attending meetings will determine the pace you grow
Everyone should attend meetings.
- c. Ask good questions.
- d. Incentives: always WIN! Set the pace for your TEAM!
When people admire you, they want to be like you!

Mrs. Sinae Bae 1 Star Platinum

Great testimony; she loved products but could not afford. She started business and it was hard. Planted in her seeds of dream...Now provide Mannatech Vision, Health Visions and Income Vision...plant the seeds of the dream. "We create a team together." Story of rabbit and turtle...some go slow others go fast...no matter as long as they GO!

Julia Zhu, 3 Star Platinum

"I didn't like the job but had to endure it."

Now 3 Star Plat, making over \$1 mill per year, never in sales before.

2006-2021....15 years. When she started, everyone rejected her.

She went to see Jack Ma...his net worth - billions!

Don't underestimate the power of a small goal.

Where will we be in 10 years? Nutrition/Immune system are king

Momentum: imagine the bullet train

Starts off wheels... slowly....then faster, faster, faster...

4 Basics:

Make a list

Contact and invite

Show the Plan

Follow up and Close

Every morning: What are your 3 most important tasks?

Develop Plan

Duplication Builds Momentum

3 Point Plan; her groups are splitting - massive duplication

Each week, 2 large meetings

"The power of momentum"

Like Water: we all go same direction and just watch the power of the swirl we create!
4-8-3-5-12 is their system.

(4 Basics, 8 Core activities, 3 Point Plan, 5 Nevers 12 _____)

Ray Robbins

Talked about his story...Donut story selling for \$.10 he got \$.05..."That's Me"

"I challenged 'I can't afford...' Ambitious and high work ethic.

Picked up 2 new values in college: Science and Speech

Better nutrition, better behavior as discovered at the orphanages we are feeding

5 separate Universities say better nutrition increases cognitive capabilities

"Get a GRIP" is his book with Kevin ("Growing Residual Income Potential")

17. Charidee Smith

Acknowledge leadership

Study old paradigms; Find Commitment and Stay Focused

Trail Blazer: What is it?

The world is energizing...evolving quickly...requiring a special mindset.

Bd room and Lab will have to work together.

What are we made of?

She went through the whole beginning of transportation...from Carl Benz, Henry Ford,

Wright Brothers, etc.

Move the needle forward with ***"What's possible?"*** "What's next?"

Push that mindset...don't get stuck; YOU are what is next

What are you dreaming of? What do you imagine?

"If your best is what you have already done, you are irrelevant."

Are you building the next generation of leaders?

Must be more eternal, substantial...what is driving YOU?

Believe YOU are the next frontier.

Everyone has distractions!

You will forge ahead.

faith in God

faith in self

faith in those around us.

Challenge all those around you. It's your time...Go Get It!

18. Stan Frederick's story: "We will never give up. Risk everything."

"1st: Imagine it; 2nd: Act on it; 3rd: Be willing to die for it"

Renoir had horrible pain in his hands yet painted: why paint they asked... *"The pain passes, the beauty lasts forever."*

Stan: *"You are holding the brush! Act on it ...and it will be so!"*

Definitely, his talk is a must hear so go to website

Awesome story of incredible business decisions...started in pots and pans.

To order his book online: Fredricklegacy.com

19. Tony Jeary - very brief and no replay; just his excitement around Mannatech

20. Steve and Barbie Hines
Getting the big award... Lifetime Achievement Award (only held by Ray Robbins until now)
21. Business Builder of the Year-US
Kyung Sook Lim
Business Builder of the Year-North America
Malnam Joo

Saturday, September 4:

1. Jason Hewitt:

How present are you with your family?

Phone: as quickly as it can connect with your family it can disconnect.

Showed the Mannatech Mission Video: think about sending to your "newbies"

2. Dr. Agrios

3 Reasons: 1 for each category

Director Sabator

Communicator Sabator

Supplier Sabator

Lost success

What's necessary

More success=more pain

"Inborn sabotaging trait"

Antidotes:

For Director: word is ACKNOWLEDGE

Become aware, do your due diligence, become more focused in life

Acknowledge yourself and others 10-15% more

Always follow through and finish projects

For Supplier: word is VALUE

you over value others, misinterpret selfishness with self-nourishment

Value yourself more!

For Communicator: word is EXPRESS YOURSELF

hard time expressing self, confronting; over-processing

"I'm not good enough"

By using your Antidote, it balances the Sabator

3. Fall 90 Day Transformation Challenge: September -November, 2021

Ashley Torian

Nourish the whole you!

a. Low glycemic eating so no more bad choices

b. Products off the qualified group List

c. Physical activity

d. Soul/body...mindset is critical. 3 brains: head, heart, gut

Nourish all 3 of your brains

4. Ray Robbins Giving Spirit Award

Satoe for US

5. Michele McLean...Miss World from Namibia, Motivational Speaker, Michele McLean Children Trust

Sharing different aspects of Social Impact

3 Important:

- 1) Contribution...time, energy and money
- 2) Collaboration... to do even more
- 3) Celebration...celebrate the accomplishments

Shared experience with Nelson Mandela who asked her to come visit:

All about contribution...

Nelson Mandela made incredible impact bringing democracy to South Africa incarcerated for 27 years and had no negative feelings to his incarcerators.

1992 she met him at his request...he called her "my sister of a force"

"most important thing we can do is look after our children...they are our future"

This caused her to conclude: I can make a difference!

"Be humble and grateful for the platforms we are given...You have been given the platform of Mannatech to do greatness."

"We need to show up!"

"Why do you do what you do? It needs to give you longevity, clarity and SELF WORTH!"

How do YOU want to be remembered? for What? It is your legacy.

Once you have your WHY, inspiring to your group. Every person who comes through you are contributing.

She was fortunate. Angelina Jolie and Brad Pitt came to Namibia to have a baby. She approached them, and was very grateful for their response. They made millions on coverage of having their baby in Namibia and donated a large percentage of it to her for the Michelle Mullen Trust.

More success breeds success. Contribution, Collaboration, Celebration

www.mmct.org.na

"CHANGE THIS NARRATIVE!" It is important for legacy.

6. Esther Hergert -recognition

1. Work according to success formula
 - layering and leveraging
 - power of duplication and multiplication
 - adopt activities of success
2. Dreams
 - Clear Why...nothing will stop you
3. Team Spirit
 - Complement each other

7. Steph and Mark Sullivan-recognition

Just take the first step...this is how you win a marathon.

Be a great listener.

Better to be kind than right.

Be a true giving spirit

Give more than you get.
NEVER compare yourself to others.

8. Vincent Van de Linde - "Building a Business with Momentum"

Just showing up is great!

Have people who want to help you.

This is the future of business.

Culture

Liken it to a whirlpool

When you jump in you are all going in the same direction...pushing against you until you develop inertia

If you watch a rocket take off, 60-70% of the needed energy is JUST TO GET OFF THE GROUND.

You have to expend a lot of energy.

Requires energy, focus and enthusiasm.

Ships in the harbor are safe...but that is not what they are built for!

In your head is where the sign up occurs; 1st 24 hours is most important time; follow up funnel (CREATE IT!)

You are selling YOU (in the beginning)

You are selling Product

You are selling Opportunity

Most associates just give up....if you can get them to stay through the tough times, 80% of the sign ups happen between the 5-12th exposure!!!

Expose the product/opportunity 7-12 times if need be

Get past excuses

Vincent gets fired up; if he gets them to say no 5-6 times he knows he is getting closer!

"2 a day brings freedom my way!"

Calendar on your phone. Draw a block - STP (the Plan the Products)

Do 10 per week (or at least 5 per week)

Other sales jobs - they would fire you with these stats!!

"No/Yes/Need info/ Blah/Blah"

Have 20 people in the funnel at all times

Never know when things will change...

"Can I call you back in 3-6 months?"

Only 2 ways to get off my list...: die or sign up!

"Make a commitment to be around for 5 years - make it count!"

9. JP Koster, Platinum from South Africa - "Setting New Associates up for Success"

1. Weekly onboarding calls

2. Retention

3. Getting started

Critical: a new associate's first 7-10 days.

Reality: some won't put forth the effort

1. Monthly: Have a Leader Welcome call to all new associates

2. Figure out their WHY...
 - they need to figure it out!
 - Most businesses take 7-10 years to break even...
 - REKINDLE your REASON to do this business!
 3. Find out by when they want to hit their Goals?
 - NOT platinum - Must get to RD before Platinum
 - DO 500 points in 1st month... Everyone should get here
 - Sign up 2 Associates
 - Who can you find as partners?
 - Find people who can get to the next level
 - Quality of the people** you bring on and the **Quality of their dreams** makes all the difference.
 4. Write down some names
 - consumers/potential partners
 - 25-30 names on DAY 1 - customers
 - 5-20 names on DAY 1 - partners
 5. Build up your belief FIRST: Company, Industry, Yourself
 - So, SELL Yourself on the Company! And know where those tools are! Now you are able to guide others.
 - THEN...start contacting people
 - First 7-10 days, Contact 5-10 each day...Be very FOCUSED!
 - First touch - just to see if they have interest.
 - Your WHY: build multiple streams of income and retirement in 5 years.
 - "It doesn't matter how long you have been with the company, everything comes down to the basics."*
 - Realize YOU CAN DO ANYTHING! Change your mind, change your thinking, change your environment. Have fun with this!
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10. Hansen Ma - Importance of Incentives
 - 2 Star Platinum from Canada
 - Started with Mannatech because had a science brain and attracted to glycobiology
 - Has 7 Pd's just in 1 of his legs
 - Loves sharing Incentives...people love free travel! Best tool Mannatech has is incentives!
 - Set up masterminds! Crucial to success.
 11. Korean Associates
 - Mannatech: solution for 2 main problems Health and Income.
 - All 7.7 billion on planet need glyconutrients!
 - Read Alvin Tofflers "Revolutionary Wealth"
 - can be just consumer (cash flow out)
 - can be consumer and earner
 - Leader is evaluated by their "sub-groups" underneath them
 12. Dr Nugent - "Nutrition of Aging" Aging doesn't start at 50!
 - a. You change as you age...what worked 20 years ago may not work for you.
 - Metabolism slows: rate of breaking down foods decreases by 10% each decade after 20

Results: less energy, less stamina, more body fat

b. Peak of youthful health: 28

At 30 we go through a metabolic slowdown...hormones fall off, muscle decline

c. Many claim health yet are taking 3-4-5+ prescription drugs; 65% in study who said healthy were on drugs

d. Many daily requirements of nutrients increase with age.

e. In the US, 75% take supplements; 90% are deficient in at least 1; 70% in a variety

f. Endocrine system: women metabolism slows by 30%, less hormones produced

Muscle decline is a really big deal. Men go through male menopause called **andropause**
SO, need Plus and Catalyst.

g. Bone loss: occurs as we age; 3-4% decrease per decade through 50; post 60, up to 25% per decade; men a little slower

Calcium is not the answer; magnesium and Vit D are "must cofactors."

Too much calcium will only calcify arteries and cause kidney stones.

Oxidative stress...need Ambrotose A/O

h. Muscle loss: 3-8% decrease per decade post-30; even higher after 60; women higher due to lower muscle mass.

i. Protein Daily Needs: men-56 grams of protein, women-46 grams...then "need the signal of muscle/bone to use the calcium" called physical activity.

20 gr in TruPlenish, 12 gr in Osolean...

So, for good bones, need Catalyst, Plus and Osolean

j. Enzymes output decreases with age; 60% by 55; Need (1) GI Zyme-digestive enzymes pH regulated which is unique in Mtech; (2) Bounceback provides system enzymes for joint health and mobility

k. Oxidative Stress=Rust

free radicals accelerate aging, increase immune stress

"More than 75,000 synthetic chemicals have been introduced into our environment since 1930." Pesticides have been found in Penguins on North Pole and South Pole; warnings have been posted by Fed Govt. on fish. "Life in the 21st Century is different."

"Ambrotose AO is the best antioxidant in the world" Human ORAC testing, 3 separate human blood studies.

Dr Nugent's suggestion at minimum: OSP, Ambrotose, GI Zyme, Bounceback

Enzymes: study shows 13% decline starting at age 40: digestive enzymes

Bounceback supplies the System Enzymes

CONCLUSION: as you age, you change, as you change your nutritional needs change.

13. Jason Hewett (MC)

"Are you going to become a legendary leader?"

ICM Process:

1. Identify
2. Clarify
3. Magnify

We keep promises with everyone else but break those with us.

How often do we do what we say we're going to do?

What are the promises?

14. Duplication

a. Sona van der Hoop

- 1) commitment to be the best version of self
- 2) Leadership development...to be able to carry it to others
- 3) DMO...will dictate how your team shows up. Don't tell them...show them by your own actions. Watching/mirroring is what works.
What are YOU doing daily? share with team and develop a pattern. Reteaching is so much harder so get them trained early and often.

b. Patty Anthe

Goals to win incentives ...so leaders win to incentivize downline to win.
When you see a leader bring now you duplicate it.

c. Al Bala

Momentum is created from a "burning desire"...big dream
All out massive action! Create a simple story that is duplicatable.

We have a promise to keep: don't let this event lose MOMENTUM!

Big Dreams, Big Why!

"Anything Works if you work it!"

Make this Event be the "Take Off" for the rest of 2021!!

All the forces are in play for us to create.

Upcoming Rainmaker: Combo Rainmaker and Phil Agrios teaching all for \$299

Start early Friday with Dr. Phil, then Rainmaker Friday night, all day Saturday and Sunday. Dates: October 15-17

"What simple action could you take today to produce new momentum toward success in your life?" Tony Robbins

What is Your Answer? _____
Do it NOW!