

# MANNAPALOOZA!!

June 24, 2019

- Facebook Bot training starting Tuesday, June 25th – Registration is closing TODAY at Noon CT. You can register at <https://www.mannatrain.net/messenger.html>
- Are you in the Achievers Club?  
<https://mannatech2.s3.amazonaws.com/mtlibrary/107262904840689.pdf>
- Next TNL, June 25<sup>th</sup> at Mannatech Corp offices or [www.allaboutmannatech.com](http://www.allaboutmannatech.com)
- Have you checked out your new Mannatech Personal WebPage (MPW)? Information in the library
- Have you ordered your new Eye Support Product? Specials end tomorrow and info is on the library
- If you missed the Mannapalooza... the replay is in [www.allaboutmannatech.com](http://www.allaboutmannatech.com)

## 1. Introduction

### a. Stan Frederick

"Everything I have is attributable to this incredible business model."

"I love this model. I think it is the most incredible opportunity for anyone to build unlimited wealth and freedom. It is an answer to poverty around the world." Chose Mannatech because of the incredible science and products. Wife wouldn't let him sell his Mtech stock when he could have made 100 times what he invested.

Hall of Fame DSA.

Lifetime Achievement Award.

He has received all of the top honors in DSA...and no one else has.

### b. Ray Robbins

Highlighted all the honors Stan has in MLM; how blessed we are to have him.

He appreciates so much the audience!

This industry is so beneficial to everyone who is involved and touched by it...

## 2. Al Bala

a. Team of people at corporate, building trust with field.

b. Building incredible momentum...you are either on the train or being left behind

c. MLM IS the original GIG economy...we need to make sure we continue to be ultimate GIG opportunity

d. "*The Platform Economy*"...plug in and do business; new terminology

Social Commerce...Mtech is committed to make this the best platform opportunity in the industry

e. Easy shopping opportunity...Make it EASY to experience Mannatech!

f. Easy Digital Experience

Smart phone is the most incredible tool to *democratize wealth!!*

We are all micro-entrepreneurs

g. Power of Online Communities

People want to come together in communities...we want you to create communities

h. Micro Social Influencers...Mtech monetizes you as *influencer*

i. "Instagenic" Products

Everything we sell needs to be sellable on Instagram

Millennials are looking to make a difference on own terms  
Create best life on your own terms

3. Don McCormick

His story...nurse practitioner for 40 years; never knew nutrition could do what he saw  
He had respiratory infection every year that put him in the hospital  
Someone introduced him to Ambrotose and Nutriverus; never had it again.  
ccqa@mannatech.com forward to Don McCormick  
Acknowledged all the leaders in Mannatech, and 20 reasons WHY MANNATECH

4. Roy Goodwin

Excellence Award for April  
#1 recruiter of Customers for month after month  
72 year old "youngster"..  
How to build unending customers:  
a. Believe in all the products...gives you an attitude to believe the products are helpful. Thus, I am doing everyone a favor by introducing them to Mannatech.  
b. No one wants to be sold... always start with asking questions  
Do you have enough energy?  
What would you do for more energy?  
How many cups of coffee do you drink every day?  
FB, Instagram, etc. every tool we have he uses  
c. Every customer he has he mentors into auto responder program  
gets series of messages for 45 days  
So, he is connecting with them every week or two for 45 days  
Holiday messages as well  
Keeping the conversation going  
New product comes out? they get the info on it and what it will do for them  
at bottom, "If you have any questions...contact me.  
But, more importantly if you have a friend, please feel free to forward this message to help them."  
link on bottom of page that ties them back to Roy  
***All those customers become sales people!***

5. Curt Craig, IT guy Mannatech...

a. Personal Mannatech webpage..."you now have the Mtech page"  
You can share a particular page, build a shopping cart, the flexibility is endless!  
"Floating cart" shows the cart so it doesn't have to keep popping up. Click "review the cart" then share the cart from here, not from the product page.  
b. Also, a lead collector page is added in your back office  
c. Training document is in resource library (search PMW)  
(When do beta testing make sure not in back office account...logout first)  
d. Put a photo in your Backoffice  
e. Additional releases in next few months  
1) Facelift the Library...redesign to make more user friendly  
2) Single page website sign up; Soon integration with Mannatech+

f. International sign ups: you can share the personal pages internationally and if they sign up, they get that country products but the sign up gets tied back to you. Easy to do intl. business.

6. Sue Dong and Justin from Seattle

a. 11 years 1 star Platinum; went for degrees in Mechanical Engr...

both found jobs. With Mtech achieved much, much more! They have been able to retire and do something they love to do!! Small family to a huge Mannatech family in 11 years.

b. Journey... several important activities:

1) Personal Growth... no matter what your background is, need to be open hearted and have open mind to learn.

read books, listen to CD's and attend events

Invest in self!! Find your WHY

2) Job...who wants; Mtech is an asset...treat money right

3) Treat CD's (materials to share) and events as an investment...

You are 100% guaranteed to get a return!

4) Mtech will help you become a better person...

become more honorable, do things we say, love them more than love yourself

Put others first

5) Your focus! So many distractions today...need to FOCUS

6) Never miss anything! Win every Incentive...team will grow bigger and bigger every year!

7) Persistence; As Eric Worre says, "Network Marketing is not perfect but it is BETTER!"

7. Ashly Torian

The way we show up at any moment will result in the success you experience

Inner Smile Meditation

8. Luciano Fidalgo

a. With Orlando group

b. Tips for Building Business

1) Technology...critical; smart phone

2) Must have specific goals...daily, monthly, long term.

3) Personal growth and development #1 reason he grew his business

4) Prioritize! I know products work so how do I prioritize to share health with people, but also opportunity.

5) People everywhere wanting to change their lives with the business.

We need associates so we can duplicate ourselves over and over and over again.

Want to do it so you can REST...in 1987 at 22 years old that is what Luciano saw...

6) Such a small investment to build a huge cash flow...

Everyone can do this..Mtech amount at \$49 is a good thing it is so inexpensive

But also a bad thing because people quit since the investment is low..SO

WRONG!!

- 7) You and You alone...don't go out and look at company, etc. to be at fault.  
Look in a mirror and slap yourself
- 8) Have at least 4 working legs!
- 8) Only work with those who are serious. How do you know if serious? Those here at Mannapaloosa are serious! Priorities are screwed up for many...  
Make sure you are working with people who are not wasting your time!!  
Always there is an excuse...
- 9) It is ALL WORTH IT  
Have inner motivation...you have what it takes! You have the most benefits!  
If I can do it...you can do it!!  
Get rid of excuses...Mtech will not build it for you. You do it!!

9. Joel Bickman, COO and Chief Marketing Officer

a. Mannatech Essentials: direction for this line of products:

People are already buying, competitively priced, targets, react rapidly to market more localized, feature glyconutrients

b. The EYES:

Elements that fight against: diet, exercise, natural light, artificial light,  
Digital Devices...impact on our eyes is horrific

c. This eye market is projected to be \$3 billion soon

Why? everyone on the phone, tablet, big screen TV's, ETC.

What is common? **Blue Light!**

It can really harm your eyes:

- 1) macular degeneration
- 2) retina damage
- 3) death of photoreceptor
- 4) ruin your sleep

Blue light issues are killing us!

d. Ingredients:

Lutemax 2020: Lutein and Zeaxanthin

Everyone we know deals with some type of electronic device hurting you.

Macula cells don't regenerate once damaged...

e. Sharing is as easy as 1-2-3

Right now, you can send the video out, share with everyone!

Get the representations: healthy brain function, quality of sleep, mental focus

- 1) Cell phones change the chemistry of the brain
- 2) Sleep Every cell of your body has its own clock...part of circadian rhythm;  
Blue light helps to keep you awake...affects circadian rhythm.

10. Dr Nugent

a. Visual acuity, visual function and contrast sensitivity depend on macula. Reduce eye fatigue, strain and supports general eye health. The more blue light the more dry eyes as well! Sleep is also affected. Macula is in the central area of the retina. It's pigment (macular caratinoids) is composed of Zeaxanthin and Lutein. The pigment absorbs blue light to protect the photo receptors which, if destroyed, can't be replaced.

Electronic and digital devices emit blue light. 90% of households have these, 18% are hyperconnected (over 10 such devices!), 46% cannot live a day without cell phone. Preschoolers including age 2+ are being given I pads to keep them occupied. 71% sleep within 2 inches of their cell phones.

b. What makes this product UNIQUE:

Lutemax 2020: High in Lutein and Zeaxanthin (higher than many others); clinical studies supporting this ingredient (one pearl per day)...reduces impact of screen glare, blue light and light from digitals. In the macula...have macular pigment - cells if damaged CAN NOT BE REPAIRED!

Macula

We are seeing more and more instances of mac degeneration at earlier and earlier ages.

What these macula cells are made of are macular carotenoids.

Zeaxanthin (**Zeaxanthin** is found in center of the macula, and builds up macular pigment **in the eye** which protects your vision). Lutein is a xanthophyll, which is also a carotenoid and also known for its impact on the back of the eye. They are the two most popular ingredients found in most eye products.

More of these nutrients in Eggs than any other food in the planet

40 eggs to get the **18mg** of Lutein (or 3 lbs of spinach or 2 lbs of chopped broccoli)

3.6 mg of Zeaxanthin daily

NOT PRACTICAL for us to do this!

5:1 ratio is needed and that is what is in this product!

Non-GMO

c. Reasons why: Everyone has Eyes/ Virtually everyone has digital devices

Benefits are all listed on the outside on the box.

lycopene: everything in the fruit and veggie world that is red contains lycopene

Bilberry contains anthocyanidins

Blueberry are good as well

Senna tora extract powder...has been used for centuries to support eye health

Beta Carotene

(we use this versus Vit A)

helps maintain light sensing cells in the eyes and formulation of tear fluid

TO prevent dry eye (ie make tears) need Beta Carotene

Astaxanthin is a plant source for us supporting general health

Grape seed extract ...provides Vit E, help night vision

Non GMO

Naturally sourced ingredient

no artificial colors or flavors

Great blister pack

Lutemax 2020 claims supported by human scientific studies

d. DHA is not in it...our Omega 3 product has DHA...so combine both!!

Have everyone you know buy it!

12 and up...

Stand alone video on the website...

11. Dr Steve Hines

Ophthalmologist

Blue light will cause retinal damage to 288 million people by year 2040 due to blue light causing biological toxins and oxidative damage.

The retina is made up of ten different layers...various networks and pigments which can be penetrated by blue light to impact the macular.

Blue light, since short energetic light, penetrates and affects those 4 cones, receptors

"This is the "Mercedes Benz" for your eyes!"

Think of this as the sunscreen for those photoreceptors in the eyes.

Your eyes are a window to a lot of disease conditions...giving an overall profile of your overall health.

We are teachers, and collaborators...let's go share this product and Thank You Dr Nugent for this awesome product.

Deal on the Eye Support: Buy 4 get 2 free; Buy 2 for \$49.99 (similar savings)

Only from 6/22 - 6/25

12. Richard Brooke

a. Summer is typically worst season for MLM BUT it doesn't have to be!

Glass half full or half empty...

We are the only animal on the planet that is at choice...others are programmed.

So, we can choose...we own the planet because the animals cannot do that.

We create things...when it comes to summer we can create what we choose!

The story of "no one wears shoes": two salesmen...

1) One came back and said you can't sell shoes 'cause no one wears shoes

2) Sent another salesman...said "triple the shipments" How? They asked and he said "No one wears shoes?"

Notice same response different perspectives!!!

Summer: people are outside the box...they're free, doing and living their dream.

Can you think of a better time to talk to someone than when they are living their dream?

Think of the truths that we get stuck in...whether we stay stuck...or not.

b. It may not you who is crushing it but as long as it is someone on your team is, you are crushing it.

If you want to make summer the best...choose it! Summer is when people are in the best moods...people are coming to you.

Catfish Frys in Pine Bluff Arkansas...

c. What you do in June starts to Manifest in September...July...in October, etc. SO, START NOW!! Hit it out of the park!

Make things up...that is what will get you through the summer.

Truth that inspires people

Anyone of us can do the same thing!

We are in the right place at the right time to do that!!

d. How do you build success in DSA opportunities?

1) Change your story, change your thoughts

- 2) Don't just read a book...be able to teach for 30 minutes without notes  
In other words, take it in so it becomes part of you
- 3) Study the books so you can share the nuggets as they become part of you
- 4) Work on personal growth, hang with extraordinary people who support you and are going the same direction.  
Prepare yourself and get in the game!  
Self-proclaim your meetings...(project)

13. Sona

Let's sell out of 3 months of Eye product inventory in 3 days!!  
GET BOMBED...WHAT IS THE NOISE ABOUT THE BOMB??  
Summer Deal: 1 Empact+/Ambrotose Life sticks combo for only \$100  
Buy 5 AmLife/Empact and get 2 Free

14. May Yin and David Lee, 1Q Platinums

- a. MLife...for the both of them...  
"Constant improvement life"  
Be around people who constantly want to improve.  
Wanted to get others to get off of "constant same" to "constantly improve"
- b. Green and growing versus ripe and rotten  
Every day May talks to 5 people  
That is what May does...we are the messenger  
Meet up groups, etc.  
Research...700,000 Chinese in Toronto, no one knows about Mannatech  
Focus on the TruHealth...then expand into 18 diff categories of Mtech products
- c. He is excited about Manna Bomb  
What is "Bubble Bomb" for Chinese? Use MannaBomb and add bubble tea  
Chinese love this.
- d. Summer is the season for energy, etc. Invite them to come!
- e. Our job to share the products...find the need and share what meets it.
- f. Our Ambrotose...NO COMPETITION!

15. Costa Rica...Are you going to WIN? We are 43% of the way through the Incentive.

16. Shalong Gong

17. Bob Adam: How to win Costa Rica...

Success Tracker:  
4 steps to Qualify:

- 1. Leadership Level
- 2. Enrollments
- 3. Volume from new enrollments
- 4. At least \$1 growth in DPV from prior year (selected period)

Enrollments must be with a product sale within their first month  
43% of our time is now gone...  
After next week...pivotal as you will have only 6 months left.

18. David Wood

a. New Dev. Bonuses...Fast start as well; Team 2, Team 4

Materials in the Library (see attached document)

b. There is also a break down of money to be made by levels. Build your business exactly like this to maximize your income under the compensation plan.

Level 1: 4 Associates (with 500 PPV) bonus check monthly = \$384.75

Level 2: 16 Addtl Associates (with 500 PPV) bonus check monthly = \$1,156

Level 3: 64 Addtl Associates (with 500 PPV) bonus check monthly = \$4,049

Level 4: 256 Addtl Associates (with 500 PPV) bonus check monthly = \$16,158

Level 5: 1,024 Addtl Associates (with 500 PPV) bonus check monthly = \$61,038

19. Hanson Ma

Happy Team...

Uses Incentives to build his business. Everyone gets motivated to WIN things and trips are terrific. Once win one, it becomes addictive.

20. M5M...Sarah

Packet of Phytoblend Powder serves 6

\$100 order nourishes a child for one month

For 2019: goal is 22M portions and 8M meals

Partnership with Kids Around the World received 8M meals form Mannatech

Provide a playground for their school

"It is a happy talent to know how to play." R.W. Emerson

Next "Manna Palooza" will be Oct 5th