

# Mannapalooza - Jan, 2020

January 13, 2020

- Next TNL, January 14th at Mannatech Corp offices or [www.allaboutmannatech.com](http://www.allaboutmannatech.com)
- Your "2020 Mannatech Planners" have shipped. Will take orders through Jan 31. Updates on "Social, Mobile, Global!" <https://www.mannatrain.net/new-2020-planner.html>
- TruHealth Bundle at a great price and NEW Transformation Challenge starting now
- Mannapalooza – Replay available on [www.allaboutmannatech.com](http://www.allaboutmannatech.com)
- Mannabear Returns - Pre-order yours now – Only January 11<sup>th</sup> -14<sup>th</sup>

## 1. Al Bala Kicked off Mannapalooza

- a. Never been so excited as what is coming NOW!
- b. New world of Social Selling...the 10X Factor for us in this decade
- c. ***The Year of Speed and Acceleration***...Al feels like this tipping point is VERY DIFFERENT.

2020 means a time of "doubling down" on everything in your life.

Get us in frame of mind to Speed and Accelerate into this Decade

As this year starts, so it ends! Start with the End in mind...what does it look like?

The last 10 years went by so quickly. What happened...take inventory!

Be grateful...difficulties? Good. Headwinds? good.

- d. Next few days make a decision of what 2020 looks like for you!

Massive shifts over the next few weeks. We have many things we want to deliver to associates...as a sense of speed. Biggest lie: that you have time! Time is fleeting.

Approach life with a sense of urgency...if there is a time to do it, it is RIGHT NOW!

Clear the Vacuum!! In 2020 we will make dramatic shifts!

What really drives our business is customers...happy customers. Look at 2008 when Amazon grew 200% ??

- e. We are becoming the company of ***Customer Obsession*** ...being obsessive with Customer Satisfaction. This will take a decade because it is a CULTURE shift. Who is the Customer?

Take time and proactive intentional effort to get there!

"Is this customer obsession?" Ask at every touch point!

2 customers in our business from corporate perspective: YOU (associates) and all of our customers. Every call gives us an opportunity to find out...

Every touch point needs to be a "customer delight."

This is the beginning of our decade explosion! It is truly the major thing to make a difference.

Not a secret what drives great companies: spoil your customers!

10 Year Quest!

## 2. Landen Frederick

- a. Year of Acceleration; Decade of Customer Obsession
- b. Mannafest: New Product System, New Products  
Customer changes for first order, Mannatech+ App, etc.
- c. Changes Already:

1. Customer 1st Order Bonus was 15% increased to 25% (CV is moved down to 30%). Starting Jan 1
  2. Loyalty % same for Assoc and Customers starting February. You will get credit for all consecutive orders with this change to determine what % you will earn in the tiered structure.
  3. Paid faster: moving to weekly pay (your option)
    - Ipay account or Ewallet service
    - 1st order bonus, BDTeam 2, Team 4, and AQ Personal
  - d. Mannatech+ App is to become the "Center of your Universe"
    - Enhancements with 2 versions: Free Version, Paid Version
    - Adding a corporate communication component to it as well...reduce the emails from Mannatech.
    - Free version for you to share, full contact manager, new onboarding
    - Premium version: customize videos with hyperlink you can connect your shopping cart, home page, etc. \$9.95 per month
    - Wellness survey as well to send to customers...
    - Organizational statistics available...knowing your business daily!
    - See Attachment
  - e. Care Program
    - To win back customers; call center folks making calls. Over \$500,000 has been generated since started. Corporate wants to give you info to help you do it yourself...scripts and trainings will be provided to all Associates.
  - f. Costa Rica Trip is an awesome immersive experience.
    - Build a greenhouse as well as playground, mission of Mannatech
  - g. Focus now: Getting to Mannafest!! Need to be there!!
3. Al Bala: Merri-jo Hillaker next speaker about S+P
    - a. Received Award of Excellence: accepted on behalf of all those working the business in the field.
    - b. Spoke about VISION 2020 Conference with almost 40 Presidential Directors showing up. Jan 31-Feb 2. All about serving the field, creating better business building tools/materials/processes/digital/etc.! New Mastermind with Presidentials to provide field with Best Practices.
4. Steve Nugent
    - a. New Product Roll out: New and Improved Mannabears (See attached sheet comparing new with old)
    - b. A few things you can say about this product that will help you sell it!
      - Mannabears made in 2004 with pectin versus gelatin that is not worth much. Pectin is terrific substance itself. Added Amla great source of Vit C
      - NOW NEW and IMPROVED:**
      - 1 bill CFU of probiotics for healthy gut!
      - xylitol is the saccharide made with alcohol extraction. (dentists say only sweetener recommended...helps prevent tooth decay)
      - Excellent source of Vitamins A, C, D and E

NOTE: BAD THINGS are in others products but NONE HERE!

No: HFCS, artificial sweeteners, GMO, preservatives, gluten, MSG, soy  
We can say: Supports Immune health, brain health, eye health, bone health, gut health, supports growth and development.

c. Why do we need these for children?

- 1) 1 in 3 pre-school children are deficient in Vitamin A
- 2) 250,000-500,000 malnourished children go blind due to deficiency in Vitamin A
- 3) Beta carotene (dark green and orange vegetables and fruit is where we find beta-carotene which are lacking in children's average diets)
- 4) Vitamin C - Acerola Juice  
Important for the formation of collagen, blood vessels, cartilage, and muscle and so it helps maintain many body tissues including skin.  
Important for the formation of neurotransmitters  
Important for the formation of Carnitine...breakdown of fatty acids into energy.
- 5) Vit D kids inside too much
- 6) Vit E healthy skin and eyes, powerful antioxidant. Natural preservative for many nutrients.
- 7) Zinc. Many are deficient.
- 8) Probiotics **1 billion CFUs** in each MannaBear serving, w pectin (Prebiotic)

**Limited time offer:** Buy 5 and get 1 free (save \$30) shipped March 1.

5. Fat Loss Program

- a. Ashley Torian. Jan 13 (today!) -April 13. Enroll at: [sign-up@NewYou90.com](mailto:sign-up@NewYou90.com) or facebook: NewYou90 Mannatech to receive coaching & support.
- b. Special Bundle Pricing through 1/31/20: \$179.99.
- c. Cash prizes. (In the past, \$1,000 per program; \$10,000 at end of contest)

6. Platinum Presidential Dr. Lynn Cheng

1. Be consistent in recruiting people. Have your story and tell it
  - a. Consistency...must always be consistent
  - b. 256 people at \$200
  - c. Then duplicate this and you have over 1000 people and you will be a Silver PD... financial freedom
2. Recruit people everywhere...wherever you go and on line.
3. Have a system...goal each moth and then each wk
4. Keep encouraging people to be consumers

7. Ken and Helen Baik Bronze Presidential

- a. Why now? They became reengaged and broke two new Presidentials!
- b. Many people getting tremendous benefit form Mannatech products  
Also awarded the Award of Excellence.

6. Sara Bowen:

- a. Year end report for 2019: Donated 8 million meals and 12 million servings to orphans in 21 countries!! All are astonished at the change in the kids! In Nigeria and Swaziland, doctors consider it superfood and joke that their emaciated children might get too fat.
- b. Focus in 2020 is on Asia where we've found good partners. Fund Raiser for M5M to help orphans: **\$100 get 10 tickets** for a raffle of a cornucopia of products. Go to [m5mfoundation.org/](http://m5mfoundation.org/)

7. Dr. Marcia Schaefer

- a. She is a chiropractor and is totally impressed with Mannatech's science. Put together a year, 5 year, and 10 year roadmap. If you fail to plan, you're planning to fail. Rule of Sevens: Most prospects need seven exposures (tear sheets, videos, presentations, etc.) before they are willing and grateful to try the no-risk products.

8. Al Bala Mannafest

- a. At Texas Motor Speedway
- b. Mtech+ App
- c. Lots of new things in the Year of Speed and Acceleration

## Mannatech+ Mobile App

### Mannatech+ LITE Feature Overview:

1. FREE!!!
2. Share Videos, Images, PDFs
3. Contact Manager (CRM)
4. Communication Portal to Receive Updates from Mannatech
5. Onboarding and Training Modules – coming soon



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## Mannatech+ Mobile App

### Mannatech+ PREMIUM Feature Overview:

1. \$9.95 a month
2. All of Mannatech+ LITE Features, Plus...
  - Create Custom Videos
  - Training Audio Library
  - Microsites
  - Mailing of Product Samples (Ambrotose LIFE, EMPACT+, TruPlenish)
  - Wellness Survey
  - Business Overview (Key Performance Indicators)...coming soon



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New and Improved Multi-Benefit MannaBears	KEY BENEFITS:	MannaBears (old formula)
✓	Excellent Source of Vitamin A, C, D, E	
✓	Supports Immune Health*	
✓	Supports Gut Health*	
✓	Supports Eye Health*	
✓	Supports Bone Health*	
✓	Supports Brain Health*	
✓	Supports Growth/Development*	
✓	Good Source of Zinc	
✓	Contains Probiotics (1 BILLION CFU!)	
✓	Delivers Antioxidant Support	✓
✓	Contains Fruits and Vegetables (Phytonutrients)	✓
✓	Free From High Fructose Corn Syrup	✓
✓	Free from Artificial Sweeteners	✓
✓	Free from Artificial Flavors	✓
✓	Contains no Artificial Dyes	✓
✓	Vegan/Vegetarian Friendly	✓



