

## MannaQuest 2013: Wow Is All I Can Say

Monday Call: July 15, 2013

- Weekly Mission Live Stream Monday at 8 PM EST, 9 PM EST, 10 PM EST, 11 PM EST. <http://www.m5mlive.tv> or 24/7 <http://www.m5mlive.com>
- TNL – Kevin Robbins and Jeff Allen - – 7:30 Pm CDT at Mannatech Corporate offices or [www.mannatechlive.com](http://www.mannatechlive.com)
- Branson- Location is Hilton so get to booking. You do Not want to miss this event.

### **Leadership Meeting Friday Afternoon**

Rob Sinnott

Global Growth

Need to stay ahead of the trends; seize the future in a rapidly changing world

Aim ahead of the target...like skeet shooting

"S" Curve

In business it reflects business cycles. We are at "2" which is the base of an acceleration upward...

The World in 2018

Increased pressure on public finances

Poor health consequences realized

Health care more preventive focused

Increased self-reliance and self-care

Larger market for proven health products

Wellness industry consolidation

5 Signs of Upward Potential

1-Company is very undervalued

2-Part of Innovation...growing sector

healthcare, organic, integrative health, self-care

3-Orientaiton toward larger consumer groups

4-Willing to invest/reinvest in new business

5-Revenue growth

The Broad Plan:

Retain core values

Reinvent aspects of our business operations

Prudent expansion into developing markets

Take leadership in our dominant space

Lead consolidation in our field

Network

Corporate commitment to us:

Constantly improve personnel expectations with Mannatech

Make it simpler and easier to do

generously reward our activities  
never compromise quality  
stay true to our cause of serving mankind globally

## Sam Caster

"When your story is authentic and is about children, you can approach anyone."  
Sam received a call from Vicente Fox to join Muhammed Yunes in Mexico in August at Social Entrepreneur Conference.

### Comp Plan Changes:

Make simpler  
Make Congruent (with who we are as Social Entrepreneur company)  
More rewards for Leaders

## Kevin Robbins

Reviewed Comp Plan which occurs on Saturday so cover there

## Bo Short

We are moving from network marketing to Social Entrepreneur effective August 30, 2013

Major announcements will be made

"You were always bigger than this industry."

Plato: "Be kind, for everyone you meet is fighting a battle."

"We are the only social entrepreneur company with a leveraged based income model that provides a forced multiplier harnessing the power of people."

"The power of coming together as ONE Mannatech Team to change this world."

Great Achievers have 4 characteristics:

### 1) Laser Focus

Where am I going? VISION gives you the capacity to live out of looking forward versus focusing on past failures.

You will never get what you want, you will only get what you picture.

### 2) Have Preparedness

Prepare to succeed.

We came here this weekend...quit focusing on those who did not, and focus on those who did."

The secret to success in life is the man who is prepared when his success comes."

### 3) Perseverance

Born when you feel all alone. When you feel so alone and insignificant, this is when you find perseverance.

Courage will find you.

George Washington: When all looked hopeless, he proclaimed "Let only Americans make watch this night."

### 4) Sense of Higher Purpose

JFK "We go to the moon not because it is easy but because it is hard..."

We are not here to get by...you are here to do something significant!

## Opening Session Friday Night

### Sam Caster

He went through the Story of Mannatech...video of aloe form beginning of time, discovery of glycos, Bill McAnalley, etc. Same presentation they gave at Mannafest with interjections of people who played critical roles. It was GREAT! (Can find it on the replay of Mfest if bought pay-per-view)  
Marketing idea in early 90's: "Six billion chickens can't be wrong!"

Three quotes worth using:

"Capitalizing Carbohydrates 1991

"Removing a sugar (from its cell surface structures) turns protective antibodies into attackers." Rockefeller Institute July 2001

"Glycans (sugars) are involved in every major disease." Natl Acad of Science Oct 2012

McAnalley: there is a mannose pump site on the intestinal wall

Conclusion: We were obviously meant to get these saccharides

Steve Jobs: "The only way to do great work is to love what you do."

### Tristan Oh

Every year 600,000 children lose their eye sight from failing to get vit A. So not just about those 5 million dying...our mission is so much greater.

Sam: Science Magazine in 2007 Nov 2.

"Who Owns Glycobiology?" which more appropriately should have been titled "Who is going to commercialize Glycobiology?"

### Rob Sinnott:

"We are crossing over the threshold right now. Within the next year or 2, it will be mainstream obvious that these glycos have a terrific health impact."

### Bo Short

"We have had a Picasso hanging on our wall for so many years that we kind of ignore it." regarding our phenomenal technology of glycobiology

### Sam Caster:

In England the headline July Mail Online: "Children's Diets worse today than in wartime "

<http://www.dailymail.co.uk/health/article-2354524/British-childrens-junk-food-diets-worse-rationing-blamed-comeback-wartime-diseases-like-scurvy-rickets.html>

Malnutrition has become world's Biggest Problem

3 Billion people malnourished

Almost One Billion acutely Malnourished

1/2 of all childhood deaths\*\*

5 million children under the age of five\*\*\*

Sources: The Organic Center Critical Issue Report Sept 2007

\*\*New York Times

\*\*\*Unicef

Daily Mail July 25, 2012 saying skin care giant L'Oreal claims to have discovered the secret to younger looking skin...glycans the wonder ingredient you've never heard of that could make you look years younger.

(Why? Because these simple monosaccharides store water)

Glyconutrients are expected to disrupt:

Integrative Health (Ambrotose)

Real Food Nutritional Support (NutriVerus)

Sustainable Fat Loss (Pea Protein coming in Fall 2013)

Transformation of Aged and damaged skin (Branson)

Take just 1% of any of the first three markets and have 5 million, and 1/10th of 1% of skin care and again have 5 million!

"The story of glyconutrients is still being written and we are all authors of it. So, let's go change the world."

## Al Bala

Reviewed the 6 different industries/companies that Mannatech has drawn from to get to where we are today:

Apple for innovation

Tom's Shoes for Donation by consumption

Unicef for tap into passion

SE for tackling a global problem

DSA for leveraged based income system

Amazon for having a global platform/E-commerce

## Bo Short

Runs through a lot of companies who started in one industry and made it big in another

Wrigley, Nintendo, Tiffany and Co.,

What do you think we are in the process of doing?

Build a sustainable Team: the best part of the Team is the people; the most frustrating part of a Team is the people!

"It is not how powerfully you speak but rather how hard your heart beats."

"Sing while you can. And write while there is ink in your pen."

You will spend 20 years sleeping, 3 years waiting on others, 1 year on the telephone, 6 years watching television, 4 months tying your shoes...so 30 years doing nothing!

## **Saturday Morning**

### **Sam Caster**

By faith I know where one door closes it means another one will be opened.

We never would have come to our current model of Social Entrepreneurship without the Tx Ag.

"Soup Mom" ...in South Africa is a mom in a township who makes a big tub of soup 3-9 times a week to feed 15 kids to insure they get their basic minimum nutrients.

MannaRelief supports soup moms.

By hitting Regional Director you are supporting a soup mom.

### **Bo Short**

The Orange wrist bands are perfect "lead ins" anywhere...

"What is it?" "Have you ever heard of Tom's Shoes?..."

SEE the Mannatech Resource Library...M5M and you will find all of his great scripts.

Peoples' biggest fear is how to answer What is it? You now have a great response.

"How do they pay you?" Pull out the tear sheet...

(by the way, the reason it says 1600 instead of 1500 is because 4 All Stars will give you 1600 Points.

Have all three materials that work well with the orange bands...he reviewed this more on Sunday training.

### **Al Bala**

"Creating your first month story"

This is critical...you want your new Champions to have a first month story...do you know I earned \$773 in my first month?

How easy is that? Register your first 4 All Stars

Using the Form...just say "choose the middle one"

The sign up sheet shows \$109, \$498 and then \$998

## Dr. Nugent

Same presentation as he did on Tuesday Night Live July 9, 2013 so visit Mtech live.com to enjoy that live

He reviewed the krill oil versus Mtech omega's with same analysis he did back at Mfest in 2011

Omega 3's in the news lately saying they are "dangerous" to our health

This nonsense is the same as what we saw about vitamins and minerals...of course synthetics are not good for you since never meant for your body.

With Omegas, most come from ethyl esters which are ethanol processed, and not meant for your body. Fish don't have ethyl esters!

Their process of heat and ethanol damages the molecules.

Mannatech's Omega the best. Someone said their omega eats Styrofoam which shows what it does to the cholesterol in the body! How ludicrous...would you want to consume something that eats through Styrofoam?

He showed the HPLC...High Pressure Liquid Chromatography.

Amazing to see the saccharides...as found in many products.

Mostly glucose.

Important study to have: Best, T. Development Neuropsychology 2010; 35(1): 66

None of the participants had an increase in blood sugar levels from Ambrotose.

## Merri-jo Hillaker

Secrets to Success: there are NO SECRETS...

1000's of books written on how to be successful in business...just need to apply the timeless principles we all know!

My success over the past year and a half started in December, 2011:

1. Choose to be positive

Do not blame others for your lack of effectiveness...

Apply Romans 8:28 to your every day life

2. Believe...do you realize it is just a choice! I chose to believe that I could build my business again. I believe it would truly grow all over again. It was just choosing it...focusing on creating growth. Like Bo said, "You don't get what you want, you get what you picture!"

3. Plan: failure to plan is a plan to fail. Must have specific plans, actions you are committed to take. And DO THEM CONSISTENTLY. We chose as one step to add at least 3-5 new contacts to our list every week. If I did not get it done by Friday, Lydia sent me to art fairs, home and garden shows, Intl festivals, whatever social events going on in DFW area that weekend. So, have accountability partner as well!

4. Goals: some people fear goals. That just means you choose not to be successful. Goals are critical. But you do not have to choose audacious goals. We just chose a simple one: increase our GPV every BP. One BP we had only 1 in growth but it was growth! In past 1 1/2 years only 2 BP/s without growth.

Now all that momentum in 2012 (only 12% growth) has turned into 52% growth this year...I am now on a train where I can sit in the front or in the caboose...it is riding on momentum...but it took 13 BP's to get it going.

### Don Partridge

The problem with your business: it's YOU!

"I didn't do well in the past."

Good, hit the delete button.

"Are you happy? Well, then tell your face!"

Someone tells you they can not afford it..."Great, we have an incredible program for you the Optional Referral Program."

Money is never the obstacle.

Don has a 2 minute presentation and a 5 minute one. You can find all his slides and sheets on his blog: [wealthmentor.wordpress.com](http://wealthmentor.wordpress.com)

### Dwight Havener

Get three key points to reach Presidential Director in 90 days

1. Have Fun...people want to follow others who are having fun

2. Have not only XFM parties but M5M parties

Live music, not formal, no videos,

People don't say no to helping kids.

3. Set 2 appointments

Working with CEO's of hospitals

see Dwight's website: [TreasurecoastM5M site](http://TreasurecoastM5M.com)

Mayor of community is declaring M5M day...

### Kevin Robbins

The Compensation Plan in Review (43.5% payout from product sales)

5 Topics:

1. Member Income

Champion All Stars: 20% on all Members for which you are 1st upline

Champion (new word cause no longer associate)

Champions: 15% and other 5% goes to 1st upline All Star Leader

Member Credits: 25% for Members orders directly under your Member account to be applied month after the order; 4Free Discount Program  
Rules as we have known for last year

2. Champion Pack Income

Sign up Champion (\$98-169); \$10 to Champion enroller, \$15 to Champion All Star enroller  
Sign up Champion All Star: \$50 to Champion enroller, \$75 to Champion All Star enroller  
1st generation bonuses: \$8 to 1st upline Champion to enroller  
2nd generation bonuses: \$5 to 2nd upline Champion to enroller

PV: 100 for Champion, 400 for All Star Champion

Power Bonus

4 Champion All Stars enrolled by you, anytime placed anywhere, you get \$400 Power Bonus  
Can earn as many as you build

3. Career Path

65% rule:  
Applies to Team, and all Leadership Levels (no more than 65% coming from any one leg for qualification purposes only)  
For Executive and Presidential, need three legs no more than 90% in two and 65% in one  
Team Bonus: \$60 for \$600 GPV not restricted to 100PV orders, and all Members included and Pack PV; other income adds to this base  
APO changed:

<u>Regional</u>	<u>National</u>	<u>Executive</u>	<u>Presidential</u>
6%	12%	18%	26%
5% 1st gen	11%	16%	22%
4% 2nd Gen	10%	14%	18%
+6% 6th level and below	+12% 7th level and below	+18% 8th level and below	+18 %8th level and below

Continue the Leadership Developmental Bonuses:  
\$100 for each leg with National; \$350 with an Executive

4. Lifestyle Rewards

ND: \$300  
ED: \$650  
PD: \$1500

5. Incentives

RD in 1 full BP (and maintain for 1 addtl): \$200 gift  
ND in 4 full BPs: \$500 gift including mini-Ipad



ED in 8 full BPs: \$10,000 (paid over 5 BPs)  
PD in 12 full BPs: \$20,000 (paid over 5 BPs)

## Tristan Oh

Read Robert Kiyosaki: No more employee for him  
Broke in New York, malnourished and sister started him on Ambrotose  
Went up and down streets of New York, persistent seeing hundreds of people  
Story of Iraqi business man...teased him about being from North Korea, so he asked him if he was a terrorist.

Eventually signed him up as All Star

***"Be successful or make excuses...you can't have both."***

Answer these questions for yourself:

What do you want to do?

What do you want to see?

Who is the person you want to be?

What are the things you want?

Places you want to go around the world?

Things that you really want to share?

Always ask: Who are the people I associate with?

How do they influence my thinking?

Who do they want me to become?

## Bo Short

Basic Rules:

1. Tell the truth and be kind
2. Understand what you are a part of
3. Be willing to become a professional
4. Do enough of the right things
5. Read a lot to grow and associate with the right people
6. Success is not a buffet!! you don't pick and choose what you like, it is HAVE TO's
7. Create a new comfort zone...every day stretch a little more  
Do the things you think you want to do least!

The Art and Science of building:

ART:

Focus  
Empathy  
The Words you choose to use  
Questions you ask  
Listening Skills  
Ability to relate  
Kindness

SCIENCE:

# phone calls  
# new contacts  
# customers  
# STM  
# Follow Ups  
# to enroll  
Structure

Structure:

The science metrics:

Enroll 4 then 8 more then 12 more then 20 more then 40

This happens over time.

STM 15-20 times per month...this is about establishing rhythm, not about numbers of people...

After awhile you will say "I am finding better people" this is not true you are just getting better!

Build 4 teams 20 levels deep

Find one in each 4 (or their 4) that truly is committed and that becomes your growth leg...(a kind of power leg)

When build 20 levels deep there will be 3-5 like you.

Help people have a great "**1st month Story!**" \$773 in one month

Help your true BB's how to build **Sustainable Teams**.

Lead by example.

When you are presenting take your associates with you...they will do a phenom job of selling you.

Building Your Calendar...get a calendar

1. When you can't...can work the business
2. When you won't...can
3. When you will do it!

Your WHY

Make Aura from Guatemala your why if you don't have one at 10 weight of 5 year old

add Phytoblend

at 12, weight of 12 year old

4 Points of Action;

1. List
2. Contact and Invite
3. Share the Mission
4. Follow Up

Do this! Practice...it is truly what makes a difference in your posture. Posture is/exhibits confidence.

See languaging in Resource Library – Search M5M

You are not hunting for people...you ARE looking for Champions!

Don't ever say "I think I have a way to make you wealthy"

STOP IT!

“ Bob, I think I come across something that we can make some money together. Lets side down and I'll run some numbers by you and if you are intrigued we'll talk further and if not no big deal.”

Another break the ice: "Could I ask you a shot in the dark question?"

Answer "What is it?" but don't have time to present at that moment...book appt.

If meet and just get contact info, call 3 days later! Not next day or they will "be prepared."

For meeting, take the M5M piece and the tear sheet.

Sharing the mission: 2 Qualifying Questions:

1. "If this worked for you long term, what are you looking to earn... a supplementary income, a full time income, or something even greater than that?"

Whatever their answer, "Awesome, what are you looking to do with that income?"

2. "If this opportunity could get you all of that (be specific as to what they said), would you be willing to make time available in an already busy schedule?"

## **Saturday Night**

Sam Caster and the church service

## **Sunday Morning**

Sona VanderHoop

Your WHY

Garden analogy: after hard winter, top soil (your outside) become crusted over, ungrowable soil...so must break through that to get to the soil that can yield fruit

We are the same...time causes us to "crust over"

"When you are growing something that matters, your work is never done."

Allow yourself the place of Beginner's Mind

Passion: What is it?

Why is it important?

What does it take to discover your passion?

How do you stay aligned?

Passion is a powerful "e/motion"

Emotion is what causes us TO TAKE ACTION

It is boundless enthusiasm,  
passion is ambition that is materialized into action to put as  
much heart, soul and body into something

"Think and Grow Rich" read it again and again

It is a timeless wonder

Kaizen...practice of constant continual growing, changing

In book, no definition for great leaders but 5 nearly identical traits they all  
had:

1. A burning desire (passion, your WHY)
2. Be decisive in actions (CLARITY)
3. Be disciplined (FOCUS)
4. Gain specialized knowledge (HOW-TO's)
5. Surround yourself with a Mastermind Team

When you have your heart and head straight, then you can get the HOW  
TO's right.

Played Steve Jobs, "The Crazy Ones"

Simon Sinek another great author

In one of his books he talks about how businesses position  
themselves

Draw a three concentric circles (getting smaller and smaller  
within)

Middle circle: WHY

second circle: HOW

Outside circle: WHAT

Most companies work from outside in...Apple worked from inside  
out "Everything we do will challenge status quo"

PEOPLE DON'T BUY "WHAT" YOU DO

THEY BUY "WHY" YOU DO IT

Mannatech today: We are the WHY company...we have taken the Tom's  
Shoes model to yet another level!

KNOW YOUR WHY

There are two most important days in your life:

The day you were born and the day you figure out why

YOUR WHY MOTIVATES YOU TO ACTION

3 key elements:

1. Autonomy: the desire to direct your own life
2. Mastery: the desire to continually improve at something that  
matters
3. Purpose: the desire to do something in service that is greater  
than ourselves

### Finding Your Passion:

1. strengthfinder.com Discover your strengths and talents
2. Follow your GUT
3. TUG True Ultimate Guide

Be humble enough to listen to it

place of reflection...digging deep

listen to the little whispers we get at quiet time

serendipitous events

spectacular failures

Pay attention to the signs...they are around you all the time

When you are aligned with your deepest most important passions, the ups and downs of daily life won't be able to throw you off track.

Viktor Frankl: "Those who have a why to live can bear with almost any how."

"Our WHY will decide the fate of many children dying of malnutrition around the world."

### Benefits of WHY:

Understand Purpose and Passion

Solid – Fully Aligned (Eliminate the Wobble)

Resilient to Life's Tests

Clarity (Allows You to Align What's and How's)

Fired Up, Not Burned Out – "Not Hard"

Builds Confidence, Presence Changes

More Inspiring

Greater Influence and Impact on Others and the World at Large

KNOW your personal Mission Statement

### Al Bala

Many ways we can share:

XFM's are still a great way to bring people along

Food Gone Bad is a great theme

Mtech is redoing some to emphasize Glycos more

The Company of Destiny Story book is great piece to share

The new "M5M" piece tells it all with the tear sheet

So choose your method(s)

### Jeff Allen

Most of us have great stuff in our hearts but getting it up and out of our mouths is tough

Tristan Oh is awesome, a poster boy for all of us:

diligence, tenacity, persistence,

Recognize people NEED their NEEDS to be fulfilled

There are three worlds:

1. Real World
2. Our World...we isolate to what we know, choose to know choose to believe
3. God's World

We are not network marketing

We are an R&D company taking the most incredible technology for changing human lives to the world

Love one another as we love ourselves...WE CAN do this in God's world

Build your business by looking for ONE...

ONE who once seeing it will truly do something about it!

ONE who will not whine about it, fuss about it, fall into traps

ONE who truly has the heart to change the world

These are the ONES who will Champion our cause

This room can change the world...we all will have CLOUT...in 5 years, everyone will know about glycos; and in 10 or children will have to fully understand it before they graduate from high school!

***"These blessings are given to us to steward."***

## Bo Short

The TOOLS we now have are terrific

The saying "If you want to change the world you must first change your world" is not true. With our Mission, you can change them both at the same time!

"If you can not feel this, then do not do it!"

### Language:

When talk to people about 4Free: Compare us to Tom's shoes...where you don't get Free shoes. With us, start just 1 person get 25%, 2nd is 50% third is 75% then 4FREE"

But know that I would love to have you become a Champion with me because together as a Team we can truly make a bigger difference."

If they say "Okay I am interested in that...then let the Tear sheets do the talking.

"Let me show you how to become a Champion...But before we get started, let me just ask you a couple of questions;

Would you be interest in supplemental source of income, primary source or something more dramatic than that?" No matter how they answer, "Really cool, why?"

Find out what they need and what they want...

Then ask, "Would you make time in your busy schedule if I could show you how?"

Now when says yes, pull out the tear sheet...

"See you use our products, share with others, and build a sustainable team...it's in our best interests to see you succeed.

We start by getting 4 people started...give it a shot, that is enough to change this world. The income you make in month 1 is \$773!"

(Their 1st month story MATTERS).

What would an extra \$1000 do each month in your life?

"Empty plates don't feed starving children." Make sure you have a line about money ...it is great to make money because of all the good things we can do with it.

"You instantly qualify for a \$10,000 bonus" same language around the \$20,000 Bonus.

After done with 4 steps on Tear sheet:

like...  
"Let me tell you, when we look back at this let's really understand what it looks

at Regional you are supporting a "soup momma"...

At National you are supporting a whole orphanage,

At Executive you are supporting an entire Community Feeding Center

and at Presidential, you are supporting an entire region somewhere in the world.

Use Team Building Tools... all Bo's calls, new tools and websites

This all takes Practice, Practice, and more Practice. You must do this over and over and over again...

HOPE is the heartbeat of action.

He reviewed a lot of athletes, who broke down before the finish line only to have family come out and help across, or to make it 1 hour later with bloody body to just cross the finish line.

"You must FINISH"

"We WILL change this world."

***NOTE: Find a lot of Bo's scripting on the Resource Library.***

## Bob Adams

Using the New Customer Loyalty Program to

1. Support Current Customer Base
2. Reactivation Program and

Mtech is coming out with a great languaging sheet for reactivation for this in the next week or so. BUT, get prepared by using Success Tracker and Excel Spread sheet to build a Sheet that will work for you.

***Find Instructions in the Resource Library.***

Muzafer Najfi

Incredible networker who is dynamic and came in just a month ago and earned 4 Power bonuses.

He came in from another company...because he saw the heart, passion and integrity of Mannatech through Bo and Sam.

His talk TRULY leads all of us to look at anyone in other networking businesses and they are NOW all prospects for us...for we are making the move to a NEW INDUSTRY...and they will want to be a part of it.

He also laid out three things;

1. Get Excited...
  - Committed
  - Passion
  - Consistency
2. Pay attention
  - Right System, Right Words
3. Never Ever Quit!

## Bo Short

"I will follow Sam anywhere."

When he first met Sam, he said "Where have you been all my life."

There is so much more for all of you in this.

Everyday you wake up there is something in it for you.

To have the knowledge, and to not act is grossly unfair to those who do not have the knowledge.

Knowledge requires you to change.

Change can be exhilarating...

Margaret Mead quote "A small group of thoughtful people could change the world. Indeed, it's the only thing that ever has."

Lead. Hard work without leadership robs you of success. Work on being a great leader...which requires reading, and stretching and never stop learning.

It cannot be achieved over night...rather over time.

If you do the right thing, you can do anything.

If I had to do it all over again, I would reflect more. I would read more. I would do more things that would live on after I am dead."

This is the thing that will live on long after we pass.

He told his story of near death experience in airplane crash...

"Sing while you can, and write while your pen has ink."



## Al Bala

Mannafest 2014

Dates: May 1-3

Location: Frisco Texas...just north of DFW airport about 20 minutes

Mayor is declaring M5M Day!!!

Baseball stadium of the Rough Riders just next door to convention center so we will be using the huge field for recognition and "Play Ball"

Also, celebrate the 20 year anniversary of Mannatech.

**DO NOT MISS IT!**