

## **Mannaquest 2014: Breakthrough!**

### **Monday Call, August 11, 2014**

- Mission Live Stream Monday at 8 PM EST, 9 PM EST, 10 PM EST, 11 PM EST [www.m5mlive.tv](http://www.m5mlive.tv). Dial 800-768-2983, Access Code 4712222# or 24/7 [www.m5mlive.com](http://www.m5mlive.com)
- Mannatech Now... New format with Special Guest Silver Presidential JP Koster. 7:30 Pm CT at Mannatech Corporate or [www.mannatechlive.com](http://www.mannatechlive.com)
- Building Champions Call – Saturday 10 AM CT - 800-768-2983 – Access code 4717417#
- Mannatech Leadership Event – November 7-10 - Frisco, TX... You need to be there. Registration is open... don't wait to register. [www.events.mannatech.com](http://www.events.mannatech.com)

An incredible weekend that everyone loved...full of heart, hope and future! Everyone left with the belief "Now I have the Way!"

### **Friday Presidential Meeting**

AL BALA

#### **China Run**

Jason started running on 8/8...he has already completed his first leg.

Study: 85% of people don't enjoy their livelihood; they want to be part of something that matters. WE ARE THAT DIFFERENCE.

STAN FREDRICK

Warren Buffet says 3 criteria for making an investment:

Growing industry

MLM fastest growing sales model...6% per year/retail is at 2-3%

Growing Company

Mtech sales up 3.4% first 6 months

26 mill in bank with no long-term debt!

Invest for long term

BOB ADAM

This is all about habits!

*"Watch your thoughts; they become words. Watch your words; they become actions. Watch your actions; they become habit. Watch your habits; they become character. Watch your character; it becomes your destiny."* Lao Tzu

The Van der Linde's took 21/2 years to develop their habits

## Vincente Van der Linde

The three powers are critical for the 3 point Plan to work

### 1. Power of Unity

People get confused readily...don't allow that to happen

"Speed of Trust" by Stephen Covey Jr.

### 2. Power of Submission

Golden Rule of MLM: what you do with your upline your downline will do to you

This is not about waiving a white flag rather totally engaging in what you have...like listening to music where you take everything in.

If you start doing your own thing, this causes dissension.

Actions: when bring a prospect to a meeting, afterward asked what they liked.... then "Let me introduce you to my leader who is helping me to the next level..."

"Let me introduce you to the Tools Table...listen to this CD everyday and it will change your life."

### 3. Power of Spoken Word

Edification: Always edify your upline,

It is the small things that matter...doing them over and over and over again.

Slight Edge, Compound Effect

These are critical books with critical concepts

What you speak over your business will actually happen.

Speak abundance and prosperity over your business.

"We specialize in culture and culture creates results."

Protect the excitement, protect your peoples' space...Be inspiring, excite people, talk to peoples' hearts.

### KNOW YOUR WHY:

Our product is people NOT nutrients (that is Mannatech's)

This is not a game...it is about peoples' lives and future!

We stand for FREEDOM, and EMPOWERMENT, and HOPE

We are changing the 40 Year Plan

Your WHY must come first

"We have the best MLM company in the world!"

Our Product: People...and more importantly, building LEADERS

Why read books: to grow into better people

Wooden on Leadership by John Wooden

## JP Koster

Find people who want to make their lives better; young people; lead with the business.

Ask "what would you do if money or time were no issue?"

"I was born to do this...I love to teach people and help others."

"The secret is there is NO secret."

Do the little things in a great way.

He went through the 4 Basics:

Names List (at least 100 and YOU work with your person to build it)  
STOP worrying about what other people think!

Contact and Invite: Just to get them to a meeting so keep it short and sweet: "Hi John, this is JP. I was just heading into a meeting so can't speak for long but I want to share something with you. When can we grab a cup of coffee together?"

Go after people already busy...

"If you want to build a million \$ business, then can't approach it with a \$1700 attitude!"

STP

Follow Up and close

SKILLS: Spend 1 day on

Learning how to Contact and Invite

Learning how to share the Plan

Learning how to follow up and close

Build your SKILL SET!

Everyone of us by Monday should build a New Names List of 100 for the 100-Day Challenge...what a difference it would make in your business.

"This business is about doing the BASICS in a great way!"

HAMBAM: Have a meeting/book a meeting

This means every time you have a meeting book another one...whether one on one, home party, next bi-monthly with person.

After every meeting always leave prospect with information and invite to another meeting. 1st ask if they are ready to get started. If no, then say "I am so glad you said that. Why not come to the upcoming opportunity meeting and get more information to make a qualified decision?"

Leave people better than how you found them.

***"If you share the business with 1000 people you will never have to work another day in your life."***

That means over 5 years, present the plan 16.6 times per month  
(If you did this in traditional marketing you would get fired!)

Understand the power of consistency...

## BO SHORT

You can be remarkable or replaceable...to build your business, you must be replaceable.

Some of you may be thinking "I did it once can I do it again?"

Of course you can if you CHOOSE IT.

ACTIVITY: everything starts with this.

Our obligation: develop Champions.

Bi-weekly events are designed for NEW People!

And only 10% is about How To's, the rest is about EXCITEMENT

JP Koster:

Reviewed the Structure

See attached form...nothing new from other 3 Point Plan trainings  
(see Monday Call, May 12)  
When do I leave the taproot? Never, when you leave it dies out.  
Spend 50% of the time STP, 50% on leaders in the Tap Root  
Hungry, Honable, Honorable  
Build depth...so always place new sign ups the deepest in the Tap Root  
People aren't going to buy a good story anymore...."I'll teach you. I'll show you."

### Vinzente Van der Linde

Reviewed the ME:

- 2 CD's (Championship Series)
- 2 Books (1 off list and second an autobiography)
- Monthly training
- Weekly Webinars
- Master Counseling Session

He has no TV in his house, no newspapers, etc. "Protect your space."  
Don't let negativity enter your life.

Start mentoring people (3 Point Plan, Achiever Counseling) after they are at 4000  
GPV (strong RD or ND)

Work only with those who are Hungry, Honable, and Honorable

Basic Skills of Leader:

1. Teach someone how to be excited and stay excited
2. Build RD's
3. Create Achievers

RD's who can create other RD's

Don't do things they can do for themselves. Empower them.

Counseling Sessions: see the attached papers

Work on healthy legs: 2-3 leaders in each leg (level depends on volume)

A healthy new ND: 25 new sign ups per BP, a couple RD's in each leg

A healthy new ED: 50 new sign ups per BP, a couple of NDs in each leg

A healthy new SR ED: 70 new sign ups per BP, start breaking ED's in  
each leg

A healthy new PD: 100 new sign ups per BP, a couple of ED's in each leg

Have 1 person on Champion Series for every 500 GPV.

Create the longest strongest point is the lowest point in a leg where create the  
greatest amount of excitement! (Tap Root where most upline leaders/potential  
leaders).

When do you leave a leg? When you have 3 Ultimate Achievers in a Leg.

### ***Friday Night Opening Ceremony:***

AL BALA

"What is your 100 day commitment?"

Introduced "the rock star in MLM"...a man so highly respected it is an honor to go to the National meetings with him where everyone knows and respects him...#37 in Hall Of Fame...

### STAN FREDRICK

If you are just out there doing good things, good things will happen.  
Mannatech is better off than ever...after losing \$17 million, Rob Sinnott was put in as President, and we have never lost money again. Now have \$26 million in the bank and are growing again!  
Triumph is just adding "umph" to trying.

### ROB SINNOTT

Last month was best month in 7 years!  
"S" Curve...all businesses follow this...and we are on the upswing after downswing.

5 Signs of upward potential:

(McKenzie & Co. survey)

- 1) Undervalued
- 2) Growing, innovative sector
- 3) Oriented to large and growing base
- 4) Invest and reinvest in their business
- 5) Revenue growth

WE HAVE ALL FIVE GOING FOR US!

Showed the Jeffrey Himmelson article: Mannatech is tremendously undervalued  
<http://bit.ly/Mannatrain>

Mannatech provides answers for each level of Maslow's hierarchy of needs:  
Survival (M5M), Wants/Desires (bonus checks), Family (health more time),  
Esteem (earn incentives and recognition), Fulfillment (Give for Real)

Sustainable Market Advantages:

Innovation: Leader in the field of nutritional glycobiology

Over 90 patents on our products

High customer satisfaction and loyalty

***The Univ. of Colorado is studying the role of glycobiology on health***

Now getting awards again:

One of the Top Direct Selling Companies in the World for 2013

Dallas Morning News: Mtech one of the top public traded companies in Dallas for 2014

Ambrotose: showed slides of the uniqueness of the glyco fingerprints...no one has anything like ours

Also, we have a very tight particle size so sustainable release...makes our product more expensive but much better than others who claim glyconutrients.

Time to build a multigenerational business.

### BO SHORT

How many "No's" are your dreams worth?

You are not here because of what you have done in the past...rather what is expected in the future!

"It shall be done!" This is your new attitude!

## Saturday

Jason Hewlett

Great entertainer!

JOEL BIKMAN, Marketing VP

Our Company is very unique...which is what attracted him to us.

As a marketing exec, look for that uniqueness and leverage off it.

Our company is life-changing.

Our products are the best (and also life-changing).

We will be getting back into Telling Stories...

Facts tell

Stories sell

ODIN CLACK

New Uth App for your iPhones

in Apple store now and soon to be released

cost: FREE

take before/after pictures, direct ordering from App, etc!

This will be awesome!

"Market Brain" Scott Kramer (Mannatech is partnering with them)

It is no longer a Q of whether or not to use social media in marketing your business, it's how well are you using it.

Social media is about story telling

Build collaboration communities and creating consumer experiences...that is what Market Brain does for clients

Social Selling is empowering you to build a strong personal brand...

Always start with WHY (Simon Sinek)

Then HOW then WHAT

Only 4 times in past 500 years has media changed enough to be called a "media revolution"

1. Printing press
2. Telephone...two way communication
3. Recorded media
4. Revolution of sending sound and images through the air (TV)

Now, Facebook with communication...from **Many** to **Many**

"Word of mouth on steroids"

It is not a quantity game but rather a quality game

The quality and quantity comes when you *engage* with people.

4 steps:

1. Listen
2. Engage

3. Participate by asking questions
  4. Then finally you can attempt to sell
- 75% of time on first 3, 25% on last one

PUSH Marketing doesn't work...PULL is attraction marketing

Today we are all about REAL TIME...everything you want, you want right now.

Mail is not real time

Fax is not real time

Email is not real time

You are on your customer's clock

Main cause of real time is the cell phone.

C in Social Media:

Connect

Care

Cocktails

Curate

Consistency

Collaborative

Community

WE are all receiving a new FB page (for those with Social 5, will be using that one and converting...free for first 6 months or so)

**Go to [social.mannatech.com](http://social.mannatech.com)** Great opportunity for all of us!!

#### DR STEVE NUGENT

Reviewed USDA 2010 report on nutritional deficiencies (even with 50% Americans taking vits and minerals)

90% deficient in potassium

80% deficient in Vit E

75% deficient in Vit D

70% deficient in Vit C and Magnesium

The Mannatech difference: Science, Safety and Efficacy

US doesn't have a non-gmo definition so if says non-gmo they are illegal.

"Mannatech products do not contain genetically modified DNA from genetically modified (GM) sources" ...this is what we can say.

Manapol: most important discovery ever. New theory: altered glycoprotein structures might be a result of dietary deficiency of vital sugars. It all started with Manapol

It is an acetylated Mannan...can do complex communication

NAS: Every disease that affects humans significantly involves glycans." Note: "involves"

It's all about communication which is why glycans are involved in all functions.

NAS is the premier scientific body in America.

The Sweet Language of Life: "cell surface sugar (structures) are necessary for proper recognition and immune function" NOTE: the structures on outside of cells are "transceivers" NOT old term, "receivers."

eg Hormones need communication teach your downline every week.

[mannatechlive.com](http://mannatechlive.com) type "Nugent" in search field

[library.mannatech.com](http://library.mannatech.com) type Nugent

[mannatech.com](http://mannatech.com) product tab, then click product videos , watch new product focus videos.

See new one on Jason Lester M5M kit

Ambrotose:

1. First standardized blend of plant-sourced glyconutrients
2. More than 65 patents obtained worldwide for technology related to the
3. Ambrotose complex formulation: more than 20 million units distributed in 27 countries.

See FAQs on Science site for allergens on Aloe

Ambrotose does not contain disaccharide sugar...so okay for sugar sensitive individuals. And it DOES NOT increase blood sugar levels as shown by studies.

Aloe allergic reaction is typically from yellow sap...none of that is in Ambrotose

**"GlycoBoom Slimsticks"** Immune support on the go!

Boosts immune system with hefty serving of glycos

Provides a blast of support with Manapol powder, and Asian superfood

Wakame

Gives serious defense against free radicals and naturally sourced antioxidants from Acerola and wild bush plum

Completely FREE of gluten, dairy, soy, and synthetics

Stressed out, run down? it may be your immune system. Body is under attack even without traveling.

#### UTH FACEOFF WINNERS with Bob Adam

Winners all on stage:

3 top team captains:

Amanda Latrelle (3rd)

Kathy Jackson (2nd)

Merri-jo Hillaker (1st)

Individual winners:

Ron from Canada #2

Lawanda Klein #2 in packs

Other two were on video

Hillaker Team shared their ideas:

1. Garage Sale with Uth display
2. Share at Health food Store with before after pictures
3. Auto Order: use a 5 by 5 inch piece of foam board with picture of beautiful face; have holes punched on top with binder rings holding the materials together. Flip the see through plastic (with lines on them

representing the wrinkles) one at a time reflecting each month by month so finally no wrinkles on the face.

4. Go clothes shopping and suggest to sales people "Well I have been using this new incredible skin care so I have a new face and figure I need some new clothes to go with it!"

5. Be bold with everyone...looking for assisted living for mom, after interview say "Well now I want to tell you about what I do!"

6. Display at your massage therapy room

7. Use Credits to buy Lift Cleanser and advertise a 3 day special, "Buy Uth and get your Cleanser for FREE"

8. Market "the newest technology in skin care."

Be aware there is a new Uth Faceoff going on now and another one you need to qualify for now to be able to participate in the 3rd round. See Library.

### BO SHORT

Focus on potential

Always reinforce Production

Celebrate activity

Award Production

Facts are against you? "Only a handful make it"...well, then BE THAT PERSON!

Think about it: if by the age of 65, 96% of the people are either dead or dead broke...yes, facts are against you. But then why do you listen to the 96%? Who do you surround yourself with?

HOPE: it is HOPE that wakes you up in the morning!

Definition of Leader:

1. Never settle for less than the best
2. Listen to you
3. Ask questions
4. Hungry for knowledge
5. Passionate
6. All leaders are workers
7. Produce results
8. Get over things quickly
9. Accept change without hassle
10. Instinctively know you have their best interests in mind
11. Want your assistance when offered, but never use lack of it as an excuse
12. Speak positively about you and others
13. Not defensive but always open to learning
14. Produce consistently
15. Never, ever doubt success

"Hope is the great falsifier of facts."

"The disposition of the thought changes the nature of the thing."

### *Saturday Afternoon*

Yolande Van Der Linde (Vince's wife)

The 3 Point Plan

***FIRST make sure you know these two things:***

1. What is your WHY?

Without this, nothing can follow...

2. Our product is people...Know what it is you stand for. People buy you so what do you stand for?

Vince and I stand for LOVE, FREEDOM, and HEALTH

Vincente Van der Linde

Reviewed the 3 Powers (as found in Presidential Meeting)

It is 95% about the WHY...

Like Apple is all about "Think Different" not about computers

40 year plan? NO, do something different

1. Structure...as per Presidential Meeting

2. ME...the 5 activities

3. Group relationships

3 friendships deep

JP Koster

Reviewed exactly how he shows the plan

This can be seen on Navig8 so review it there.

Must show the Plan...he googled and discovered no one ever died offering a network marketing opportunity to someone...so what is the fear?

Make a decision today that you would rather have 1000 NO's than even 1 person say "See I told you so." What really drove him was he was going to show all those naysayers! And you know what? He did. Presidential in 11 months.

Never get discouraged by a NO, they are just not in the looking zone. Have you ever seen a waitress cry when you told her No Thank You to the offer of a cup of coffee? Exactly.

His presentation:

1. Talk about Mannatech

Publicly traded so clearly no sham

\$50,000,000 in research

20 years old

doing business in 24 countries so clearly massive growth potential

2. Wellness industry

growing because traditional health care does not have answers

aging of baby boomers

20 companies will control most of the business

3. Patented product

scientific validation

disruptive technology

Guarantee on product

4. Mission

5. Business

MLM...need to stand up for it...be proud of it

Noble: you don't succeed unless you help others to succeed

Greatest challenge:

entry level is so low...so anyone can get in. So, you will get a lot of those who "try" and quit, and then those who will do whatever it takes.

6. Income

Can be part time or full time

Low start up costs

Turn key

no inventories

no deliveries

no handling cash

Like a franchise

***ONLY things people will remember:***

Your excitement

How much income they can make

...so don't get complicated.

Explain Active versus passive income

\$700 back by just finding 4 (and get it everytime you find 4)

This is active

Then passive

Show just get 4, help them get their 4 and you are RD

Then help them get to RD and you are ND

Then help them to ND and you are ED

Show the income related to that...just keeps getting better.

No one should take longer than 2-3 months to get to RD, 6 for ND and 9-12 to ED

Not those that come in first that make most money, rather those who help the most.

## ***Saturday Night***

Jason Hewlett

Again awesome entertainment

RAY ROBBINS

Talked about his new book

Always engage first...ask questions and REALLY be interested in them.

Reviewed some of the chapters. Handed them out for people to review.

Keep your eyes open for his book: "Get a GRIP" GRIP stands for Growing Residual Income Potential

Story Night:

JP Koster:

22, lost his rugby contract and just knew he wanted Freedom. He was hungry, honorable and honorable...and absolutely understood the "STP 1000 times and you will never have to work another day in your life"  
He never looked back...although made his share of mistakes.

Yolande and Vicente Van der Linde

Awesome story about how they fell in love, slept in cars, had no money and just never quit. Today, they live the life of their dreams!

WHAT AN EVENT!

"Most real event I have ever been to." common quote from many associates who attended.

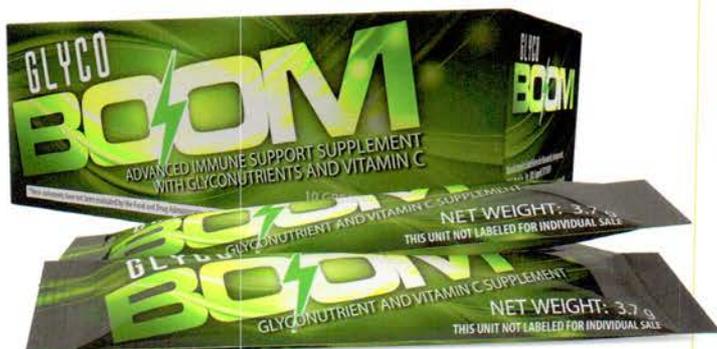
PUT SOME

**BOOM**

BACK INTO YOUR  
IMMUNE SYSTEM!

*Feeling stressed? A little run down? It may be your immune system.*

Your body is under attack all day, every day, and your immune system likely needs additional daily support.



**Advanced Immune System Support  
that You Can Feel!\***

Featuring a proprietary herbal and glyconutrient blend with plant and food-sourced vitamins, these super convenient slimsticks support healthy immune function for your active lifestyle. Each packet:

- Boosts your immune system with a hefty serving of glyconutrients\*
- Provides a blast of support with our exclusive Manapol® powder and Asian superfood, Wakame
- Gives serious defense against free radicals with naturally sourced antioxidants from Acerola and Wild Bush Plum
- Is completely FREE of gluten, dairy, soy and synthetics with no added sugar, artificial flavors, colors or sweeteners.

For daily support, when you're traveling, or when you're feeling a bit run down, do your immune system a favor – grab a GlycoBOOM slimstick and let the Boom go to work.

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

Feel Your Best with the **BOOM!**

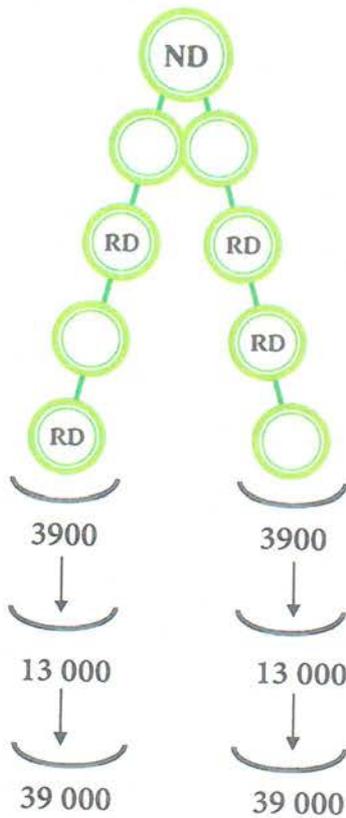
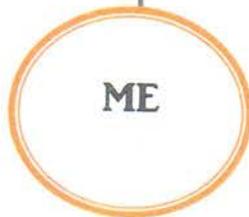
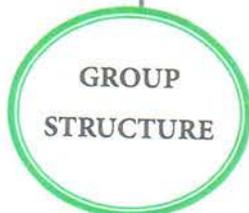
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# 3 POINT PLAN

(KEEP IT SIMPLE)

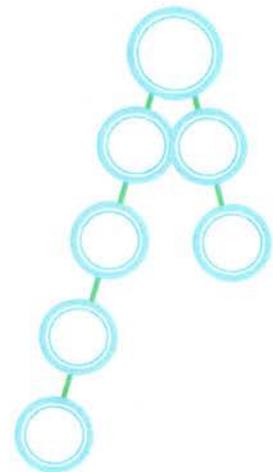


- 1) 90% Product Users  
10% Business Builders
- 2) Beginner - have fun,  
Tell a story, stay close to your Upline
- 3) Three Growing RDs  
Three Growing NDs  
Three Growing PDs
- 4) Q13 by developing Leadership
- 5) Only assist downline in building main leg. Downline is responsible for side volume

- a) CDs
- b) 2x Books per BP
- c) Monthly Training
- d) Webinar
- e) Master Counsel Session  
(Orrin Woodward Book-  
Leadership Revolution)

### Levels of Leadership

- I. Learning
- II. Performing
- III. Leading
- IV. Developing Leader
- V. Develop Leaders who  
Develop Leaders



- 1) Phone call 2x a week
  - a) Share Story
  - b) Share CD
  - c) Share PV
- 2) Develop 3 Leaders in Depth
  - Three RDs per Leg
  - Three NDs per Leg
  - Three PDs per Leg
- 3) Keep presence at the bottom of the leg.

# ACHIEVERS COUNSELING SHEET

BP

NAME: \_\_\_\_\_

UPLINE ED: \_\_\_\_\_

UPLINE PD: \_\_\_\_\_

CDs: \_\_\_\_\_  
 \_\_\_\_\_

BOOKS: \_\_\_\_\_  
 \_\_\_\_\_

SHOWED THE PLAN THIS BP : \_\_\_\_\_

PERSONAL : \_\_\_\_\_ WITH YOUR GROUP : \_\_\_\_\_

ASSOCIATES REGISTERED THIS BP : \_\_\_\_\_

PERSONAL : \_\_\_\_\_ GROUP : \_\_\_\_\_

TOTAL PV FOR THIS BP : \_\_\_\_\_

TOTAL : \_\_\_\_\_ TOTAL\* : \_\_\_\_\_

# OF NEW CONTACTS : \_\_\_\_\_

# OF LEGS RECEIVING PASSIVE INCOME : \_\_\_\_\_

\* Excluding Any Qualified PD Legs

## VITAL SIGNS

LEG	STATUS A/AA/UA	MONTHLY TRAINING	WEB- INAR	COUN- SELING	NEW RDs	TOM	ENROLL -MENTS	VOLUME

• The number of people you have at the SUPER REGIONALS will determine the success of your business •

## BUSINESS PERIOD GOALS

PERSONAL ENROLLMENTS	GROUP ENROLLMENTS*	GROUP PV*

## DATES FOR NEXT PIN LEVELS

NATIONAL DIRECTOR	Snr NATIONAL DIRECTOR	EXECUTIVE DIRECTOR	Snr EXECUTIVE DIRECTOR	PRESIDENTIAL DIRECTOR	BRONZE PD	SILVER PD

## DATES FOR ACHIEVER PIN LEVELS

ACHIEVER	DOUBLE ACHIEVER	ULTIMATE ACHIEVER
<p>A healthy ND!</p> <p><b>Activities</b></p> <ul style="list-style-type: none"> <li>• STP 15+ per BP</li> <li>• Daily Dozen with tracking sheet</li> <li>• 5 core "ME" activities</li> </ul> <p><b>Structure</b></p> <ul style="list-style-type: none"> <li>• 2 growing RDs per leg</li> <li>• 7+ associates on T.O.M. over 2 legs</li> <li>• 7+ associates at functions</li> <li>• 1 leg 6 automatic orders deep</li> </ul>	<p>Moving to Senior ND!</p> <p><b>Activities</b></p> <ul style="list-style-type: none"> <li>• STP 15+ per BP</li> <li>• Daily Dozen with tracking sheet</li> <li>• 5 core "ME" activities</li> </ul> <p><b>Structure</b></p> <ul style="list-style-type: none"> <li>• 1 qualified ACHIEVER in leg 1</li> <li>• 2 growing RDs in leg 2</li> <li>• 16+ associates on T.O.M. over 2 legs</li> <li>• 16+ associates at functions</li> </ul>	<p>Moving to Senior ED!</p> <p><b>Activities</b></p> <ul style="list-style-type: none"> <li>• STP 15+ per BP</li> <li>• Daily Dozen with tracking sheet</li> <li>• 5 core "ME" activities</li> </ul> <p><b>Structure</b></p> <ul style="list-style-type: none"> <li>• 2 qualified Double Achiever legs</li> <li>• 2 growing RDs in leg 3</li> <li>• 50+ associates on T.O.M. over 3 legs</li> <li>• 50+ associates at functions</li> </ul>

# The 3 Point Plan: Next Steps

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(MannaQuest: August 9, 2014)

1. Join the 100 Day Challenge- Today!
  - [100days.mannatech.com](http://100days.mannatech.com)
2. Access the Building Champions Call with Bo Short
  - 800-768-2983, code 4717417#
  - Saturday, 10:00 AM CT
3. Access Mannatech Now Broadcasts
  - [www.mannatechlive.com](http://www.mannatechlive.com)
  - 800-768-2983, code 4717458#
  - 2<sup>nd</sup> and 4<sup>th</sup> Tuesdays @ 7:30 PM CT
4. Maintain Excitement!
5. Work on ME!
  - Listen. Read. Watch. Attend.
  - Champion Series
6. Commit to the "Meetings Grid".
  - Start bi-weekly (every 2 weeks) meetings
  - Start/attend monthly trainings
  - HAMBAM – Have a meeting; Book a meeting
7. Get Healthy! (see Achiever Levels on Counselling Sheet)
8. Pick 1 leg and identify 3 Leaders.
  - Start identifying Vital Signs
  - Help them move toward healthy Achiever Levels
9. Work with your upline mentor, where possible.
10. Questions? Write [3PP@mannatech.com](mailto:3PP@mannatech.com)