

## Mannatech: Takes Parenting Skills

Monday conf call 4/4/11

New sheet on [www.mannatechscience.com](http://www.mannatechscience.com) for healthcare providers  
Tuesday Night Live – Dr. Steven Boyd – 7:30 PM CST –Mannatech  
headquarters or [www.mannatechlive.com](http://www.mannatechlive.com)

### 1. Build a Team

- a. Each Associate is on your team
  - 1) Consumers who bring confidence to others around
  - 2) Referral Agents
  - 3) Mission workers
  - 4) Part time builders/Team builders
  - 5) Business builders
- b. Honor each one for what they contribute

### 2. As a New Parent (with a newborn)

- a. Much to learn, and a bit overwhelmed
  - 1) Science
    - (a) [www.mannatech.com](http://www.mannatech.com)  
*Real Food Technology*  
*A Story of Discovery*  
*The Science behind Mannatech*
    - (b) [www.exploremannatech.com](http://www.exploremannatech.com)  
*Why Nutrition? Why Supplementation? Why Mannatech?*
    - (c) [www.Youtube.com](http://www.Youtube.com)  
*Sweet Language of Life*  
*Mannatech Optimal Health*  
*Individual Product Videos: Phytoburst, Omega 3's, Bounceback*
    - (d) [www.mannatechskincare.com](http://www.mannatechskincare.com)
    - (e) [www.mannatechosolean.com](http://www.mannatechosolean.com)
  - 2) Technical...how to do the business
    - (a) [www.mannatech.com](http://www.mannatech.com)  
*Resources*  
*Trainings*  
*Fast Start Training Series*  
*Website Training*

*Comp Plan training*  
*Why Network Marketing*

3) Art side: working with people

(a) [www.mannatech.com](http://www.mannatech.com)

*Resources*

*Trainings*

*Leadership Training from Mannafest*  
*2009*

- b. #1 thing they need: unconditional love
  - 1) Meeting them where they are in life...helping them see who and where they could be
- c. "How to Have Confidence and Power in Dealing with People" by Les Giblin
  - 1) Accept
  - 2) Approve
  - 3) Appreciate

3. Allow for Learning

a. Hard to watch children fall and try things for which you know the results

- 1) Critical to make mistakes and learn
  - 2) If always watch like a hawk, no judgment is developed
  - 3) Build independence, not dependence
- Learn to take responsibility and do things for themselves

b. Help your team fall in love with learning.

Failing at something does not make one a failure. Rather, it enriches them with a learning experience.

c. What causes us to interfere? We want them to succeed more than they do.

- 1) Allow them to learn and grow at their own pace.
- 2) Your role is to provide a safe environment so they can see themselves, and decide where they want to be in life.
- 3) Help them see who they can become.
- 4) Give them the best tools and guidance that will help them grow.

4. Celebrate Victories

a. Teach them it is not what happens to you but how you handle it.

b. Watch children (associates) go from helpless beings to confident adults.

- c. Their capacity for learning and handling life's circumstances just keeps expanding, allowing them to see a bigger picture and dream a bigger dream.
- d. Our associates experience many challenges and milestones, and we love them through each one.
- e. Celebrate every victory, no matter how small.