

Mannatech Made Simple...Oct. 24, 2020

October 26, 2020

- Weekly Product and Business Meeting – 1st Saturday is live at 10 AM CT.
<https://zoom.us/j/215452258> or www.allaboutmannatech.com: the others are prerecorded links that are text to you by 10 AM CT on Saturdays.
- Next TNL, October 27th at 7:30 Pm CT www.allaboutmannatech.com
- Mannatech Made Simple Replay available on:
<https://allaboutmannatech.com/business/events/mannatech-made-simple/english/>

1. Al Bala

Big Black Friday coming up...biggest one ever
Follow fundamentals...every business grows with customers
Health is #1 concern in our world today...can't remember ever before in our history
We have some of the best solutions in the industry so let's go build our customers

2. Landen Frederick

Onboarding is great: to help support more people to learn our business
We are looking at having weekly action sessions
Due to changes in regulatory environment, going after customers
We have responded by creating a great customer experience
Since started, 1100 new customers and associates, with \$500,000 new volume
3 traits for success:
1) Think BIG! This starts with dreaming
Instead of dreaming what is possible, dream what appears impossible
2) Be Fearless
Change the outlook for every adversity to one of opportunity
3) Be committed to your goals
Eliminate distractions; counter every naysayer

3. Sona Van Der Hoop

Mental Mindset

Three tips for the event:

- 1). Listen with an OPEN mind...if you come with full cup, no room for growth
- 2). Take notes...allow yourself to be in the moment
- 3). Write down 3 nuggets after each session

"I can do this!" Kaizan: constant continuous improvement

4. Mary Erb, Approach to her business

MOM: Movement, Opportunity, Miracles

A lot of people are into wellness

Be active and show energy

Creating a lifestyle...others can have.

drink water

take great supplements

do video on FB...these are key
Mindset is key too...you must believe in you
have confidence!
We have "fundamental foods"
Daily Activity is CRUCIAL!
MUST be consistent. So, schedule yourself daily
Future is about connecting...FB is a great place
How do you do follow up? Track them; do 6-10 per day
Not hugely time consuming; don't get stuck in the no's
Love yourself, love others
Be yourself (so get clear on that)
Advice to get started (other than above):
Believe in yourself, "We are leaders in the Wellness Revolution"
It is a numbers game...and IT IS THEIR timing not yours
3 Take Aways (Sona):
Always be talking to new people
Have fun with the conversations
Commit to new people every day

5. Carey Fumerton

Working with all her new people
Uses "recipe boxes" ie tickle files
tracks all her people; their leads to stay connected
Pay it forward
"It's not sugar caffeine or steroids"
Requires 90 day commitment: When you feel different, know it's from the products.
"If you'll work with me..." (Money back guarantee so no risk)
So, give your people a **plan** and a **process**; active referrals come from your customers
who are being cared for.
Why auto order? Loyalty points, free shipping,
Talk about M5M...leave the 10% discount to the very end...a clinching close.
3 Take Aways:
1) Always be talking to new people
2) Do a "Focused Follow up" ...a very structured sequence
the fortune is in the follow up
3) Notice her beingness...Carey has a servant's heart!

6. Loredana Zinca

Builds her business on FB...do not expect overnight success...takes lots of time
You are building relationships.
1) Show up every day
2) Always be willing to learn
3) Use Mannatech tools (videos, links)
4) Be Consistent...authentic and transparent
Go beyond the Mannatech sites; connect with other groups and invite them to She
Society (other non-exclusive Mannatech sites)
Brand Yourself

Build you!
What is your personality/style/etc.
People care about you
People need to like, know and trust you

If interested, definitely get this book: JAB JAB RIGHT HOOK

3 Take Aways:

- 1) DO YOU
- 2) Do it well
- 3) Do it consistently

7. Tim Call to Action

Your vibe attracts your tribe

As John Fleming says: "Smile on face, commitment in your heart"

8. Luciano Fidalgo, Merri-jo Hillaker and Sona Van der Hoop

Role Playing for 40 minutes on breaking ice to share the business: lots of nuggets for all

Know: you don't always know what they will want so do not assume

Be a great listener! i.e. don't be thinking about next step rather focus on your prospect and truly LISTEN to them.

9. Ben Mayo, Luciano Fidalgo, and Merri-jo Hillaker: Review of Onboarding Site

Go and play around on it to familiarize yourself: mannatechtraining.com

For your New Associates...onboarding with 1-2 hours of foundational training

10. Ron and Paulette Roy

Awesome heart share. We have solutions/everyone is looking

We have so many tools

Eye your Success Tracker every week...important to use the reports

"Results are manifested by action

Action occurs from your passion

Passion is fueled by your WHY"

Everything begins once you DECIDE!

11. YuYin

Top Winner of the Costa Rica Incentive

Shared her story...husband was so against it; but it changed the health of her children

Now named a bundle: Walter Bao Bundle

Available now at 20% off:

AMbrotose Life

GI Pro Balance

ImmunoStart

Omega 3 w/D

12. Ashley Torian

Weight loss...found that only 2% kept if off after 2 years

Followed up with the 2% and found:

They fell in love with their life

Something big happened in their life (biological shift)

Now the Program has these 5:

1. When people live by what inspires them (not just motivates them), then they have the reason. So do discovery work
2. Education and knowledge -
3. Protocols
4. VALUE: it is an "All in One" as they have now added the Gut Protocols
5. Support and Encouragement in the Group

13. Sarah Loughey - M5M

Made a plea to contribute as it looks like this year we are off 2 million meals for kids compared to last year. We now have 6 million and the goal is 8 million.

14. Tim Altvater: Action Session

1. People don't like to be closed but they love to buy
2. Become an Influencer...Influence marketing is projected to be \$15 billion by 2022
2020: 90% of influencers start off with a personal experience
3. Now and in the future: trust in the Brand...influenced by brand experience.

4 Step process:

1. Create your brand experience (most of us have absolutely done that)
2. Share ...how? with as much ease as possible
3. Follow up
4. Show the Referral Program (get loyalty points)
they ask "how does that thing work?"

By 2023, ECommerce is projected to reach \$740 billion

77% of US Adults take dietary supplements

GOAL: A simplified sales "Plan" using the best assets we have

Tim introduced the brand-new Squeeze Page

Can send by text...***Starts November 4th***

Dr Nugent - 6-hour time frame

The prospect is invited to hear...right on your personalized web page so when they choose to order, it is right there!

Every single Wednesday There will be a Nugent training on a Product for prospects...help educate your current consumers AND your/their prospects.

WHAT A DAY! Felt like 24 hours, yet only 5!