

Momentum Action Plan: Mannatech's Leadership and Training System

Monday Call, November 23, 2009

- End of Business Period/End of January "Yes" Program

MAP information available on <http://map.mannatech.com>

1. Raising the Bar

- a. Critical to any success in this business is to create momentum

The momentum requires taking action.

Mannatech's MAP Program has three distinct parts:

- 1) Eight Core Activities
- 2) Daily Dozen
- 3) Mastering the Four Core

- b. First you must lay the foundation

2. Dreams: Your "Why" must come first. Attached is the form we use to support people to get started.

- a. A burning desire to create something different must exist
- b. What do you want more of in your life?
- c. Do not move forward if you do not take this first step

3. Goals

- a. Set 30 day, 3 month, 6 month, 1 year, 2 year 5 year goals
One goal I am requiring is # of "businesses" (business partners in your business) will you have with you at Mannafest (or next national)
- b. Can use goal setting materials found on Mannatrain.net
We will also be doing another whole goal setting training in December on our year end calls
- c. All written and all SMART
- d. See yourself as a Presidential (or whatever the goal is)
- e. I prefer asking for a Dream board because I know how impactful visualization is

4. Activities: Daily Dozen Sheet

- a. Get the commitment to incorporate the Daily Dozen every day
Use the tracker sheet found on website
- b. Have associate send you a copy filled out every week
There must be a level of accountability here for sure.

5. Eight Core Activities

#1 Be on Auto Order

#2 Maintain 20 Customers

#3 Give 20 Presentations

#4 Read Daily

#5 Listen Daily

#6 Attend Regularly

#7 Be Accountable

#8 Be Teachable: the Process must be taught

Use a diagram of downline to start: fill in the circles

6. Master The Four Basics

#1: Names List: Our business is prospecting so we must make new contacts every day to get our business running. Do not ever believe otherwise.

#2: Contact and Invite: MJ Durkin

#3: Show the Plan/the Products: Get your presentation down; use prospecting materials in order to leverage

#4: Follow Up/Let's get Started (mean CLOSE): fortune is in the follow up. Train to close.

7. Business Activity Rhythm

Follow the pattern for all activities throughout the year

#1 Daily

#2 Weekly

#3 Monthly

#4 Quarterly

8. The Five Nevers and the Three Powers

My Personal Vision

STEP 1: Why Am I Committed?

Understanding your “*WHY?*” is the most important step to your success. Fill out this page prior to Step 2, and review it at the beginning of each month hereafter to help you stay focused.

The things I value most in my life are:

If money were no object, I would be/do/have:

My most passionate reason for committing to the Mannatech Business is:

The resources and qualities I have that will support me in being successful are:

The obstacles that might come up for me are:

The only things that could cause me to give up and quit are:

Step 2: What does my life look like in 12 months?

I commit to building a residual income according to the **Momentum Action Plan** for the next 12 months. Bringing an additional \$2,000-\$6,000 into my life per month will allow me to have/create the following:

In 5 Years?:

To achieve this I will:

- 1) order a minimum 100 PPV of Mannatech products every 28 days,
- 2) register/enroll 4 All Stars and grow into 4 terrific relationships, and
- 3) support my team.

Signed: _____ Date: _____



M.A.P. | Momentum Action Plan

8 Core Activities Monthly Tracking Sheet

Associate _____

Date _____

Work with your downline leaders each month to help them master the 8 Core Activities as they build their business. Call them to track their progress, coach their areas for improvement, then check off the ones they have successfully completed.

Check if Completed

| | | | |
|-----------------------|---|-----------------------|-------------------------------------|
| <input type="radio"/> | 1 | Be on Automatic Order | You are a Product of Your Product |
| <input type="radio"/> | 2 | Maintain 20 Customers | Set the Right Example |
| <input type="radio"/> | 3 | Give 20 Presentations | Show the Plan & Show the Product |
| <input type="radio"/> | 4 | Read Daily | Be Thirsty for Knowledge |
| <input type="radio"/> | 5 | Listen Daily | Protect Your Attitude |
| <input type="radio"/> | 6 | Attend Regularly | Show up: Weekly—Monthly—Quarterly |
| <input type="radio"/> | 7 | Be Accountable | Do What You Say You Are Going to Do |
| <input type="radio"/> | 8 | Be Teachable | Counsel Monthly with Active Upline |

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8 Core Activities





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90-Day Planning Calendar

| Month | Month | Month |
|-------|-------|-------|
| 1 | 1 | 1 |
| 2 | 2 | 2 |
| 3 | 3 | 3 |
| 4 | 4 | 4 |
| 5 | 5 | 5 |
| 6 | 6 | 6 |
| 7 | 7 | 7 |
| 8 | 8 | 8 |
| 9 | 9 | 9 |
| 10 | 10 | 10 |
| 11 | 11 | 11 |
| 12 | 12 | 12 |
| 13 | 13 | 13 |
| 14 | 14 | 14 |
| 15 | 15 | 15 |
| 16 | 16 | 16 |
| 17 | 17 | 17 |
| 18 | 18 | 18 |
| 19 | 19 | 19 |
| 20 | 20 | 20 |
| 21 | 21 | 21 |
| 22 | 22 | 22 |
| 23 | 23 | 23 |
| 24 | 24 | 24 |
| 25 | 25 | 25 |
| 26 | 26 | 26 |
| 27 | 27 | 27 |
| 28 | 28 | 28 |
| 29 | 29 | 29 |
| 30 | 30 | 30 |
| 31 | 31 | 31 |

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Daily Dozen Tracking Sheet

| Daily Dozen | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 11 | 12 | 13 | 14 | 15 | 16 | 17 | 18 | 19 | 20 | 21 | 22 | 23 | 24 | 25 | 26 | 27 | 28 |
|--|---|---|---|---|---|---|---|---|---|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|
| Give thanks | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Read daily affirmations | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Review your goals/dreams | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| List things to do today | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Plan your calendar (family church, exercise, etc.) | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Add a minimum of one new name daily to your names list | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Read for 15-30 mins | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Listen to a motivational CD | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Make minimum of 10 phone calls | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Show the plan – Show the Products/ Follow- up | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Set-up a new customer or service an existing one | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Use the product/ Be on Automatic Order | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

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M.A.P.

Daily Dozen








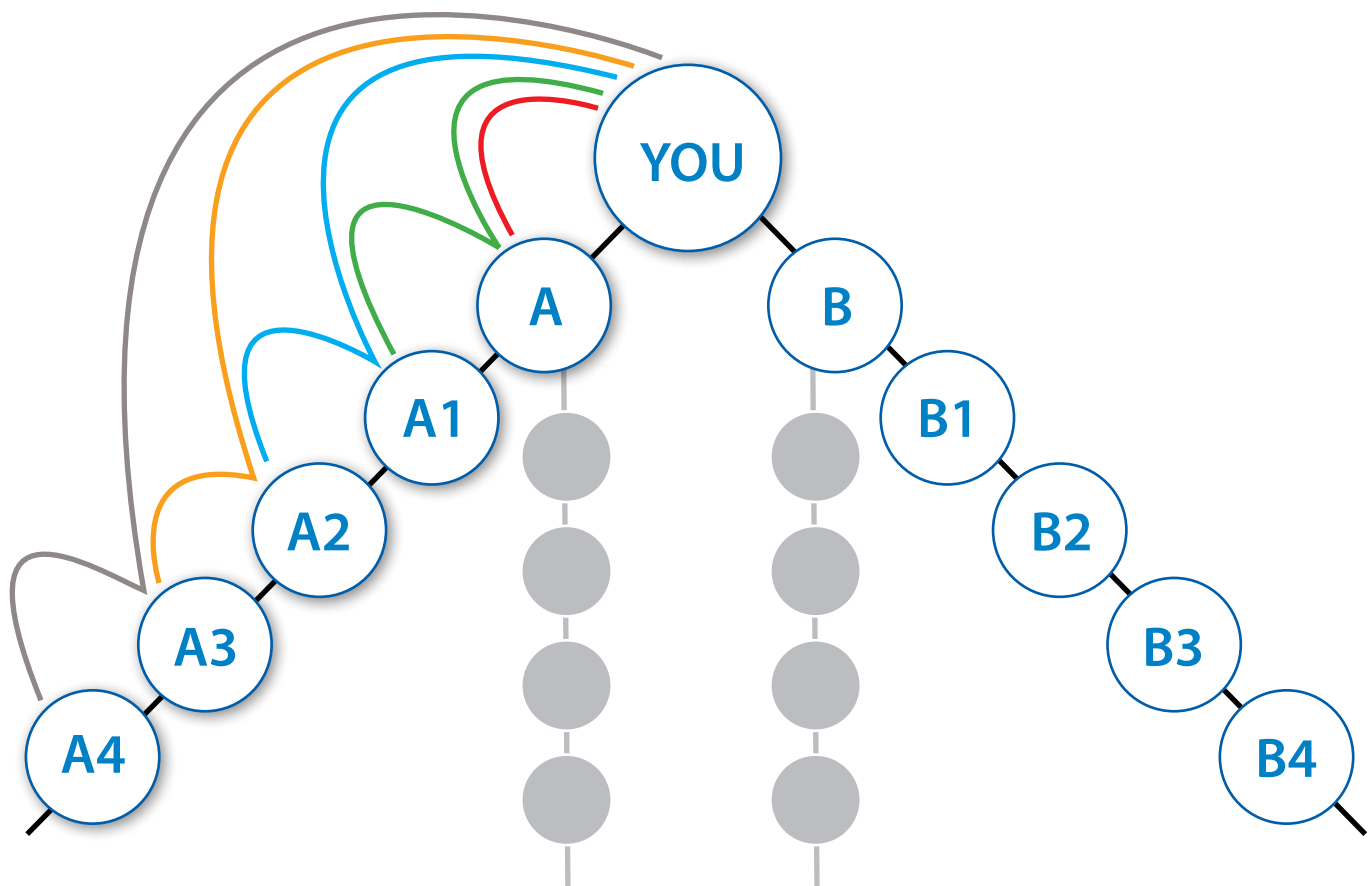


M.A.P. | Momentum Action Plan

Dynamic Partnership Action Plan

You're not just building a business—you're building a powerful team of partners! Learn how to go five levels deep in your commitment to your team members and inspire the whole team in the process!

-  You Sign up A
 -  You Sign up A1 for A
 -  You Sign up A2 for A1 and A
 -  You Sign up A3 for A2, A1 and A
 -  You Sign up A4 for A3, A2, A1 and A
- "A" now duplicates and signs up A5, etc.



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Dynamic Partnership

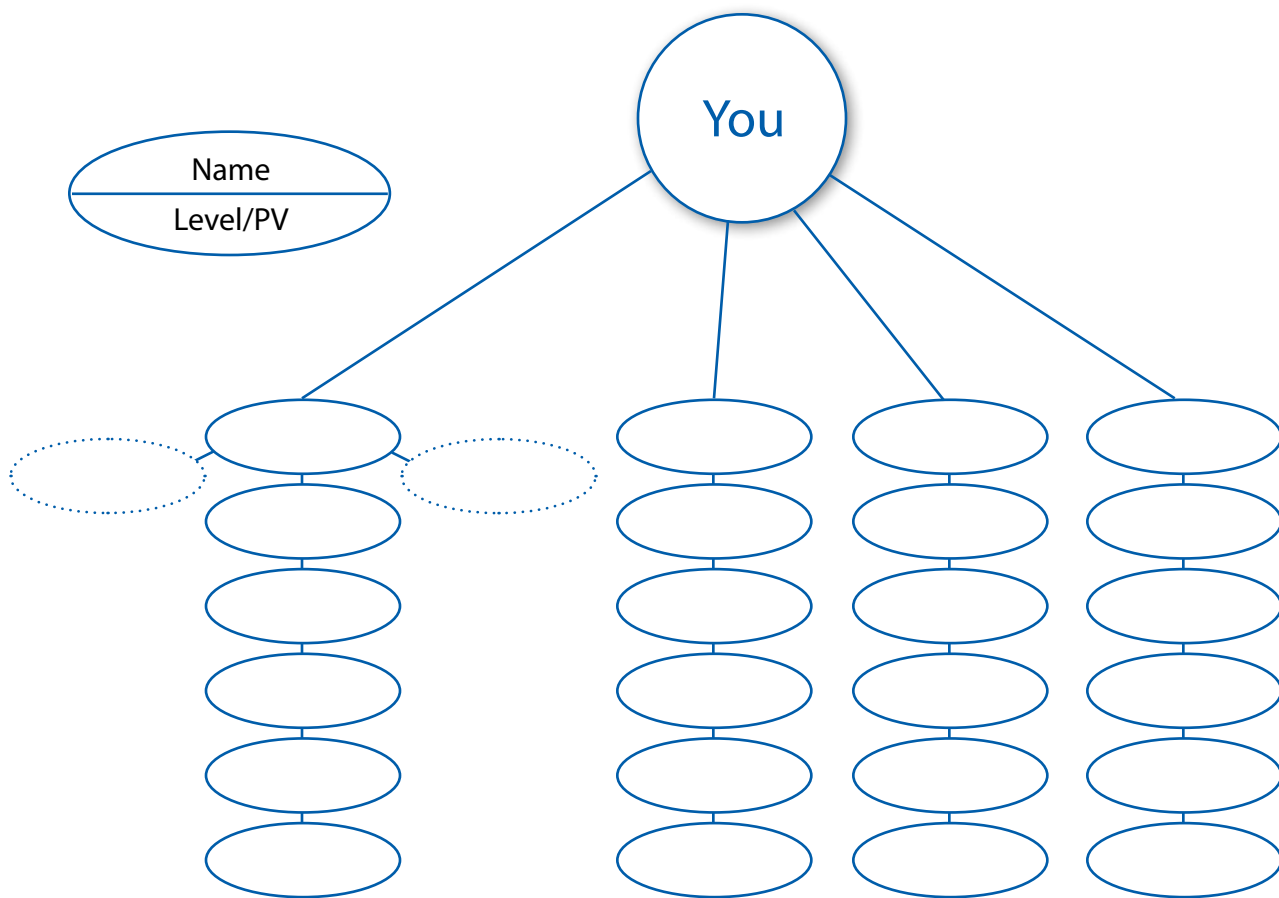




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Monthly Coaching with Active Upline

Fill in the circles with your organization today.
Then think about what you'll need to do to get
to Platinum Presidential!



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M.A.P.

Monthly
Coaching





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Team Development Progress Sheet Mastering the Core 4 Basics

Monitor and track your team's progress in mastering the Core 4 Basics and keep inspiring them to share total wellness with others!

| Name | Leg | List | | | Contact | | | STP | | | Follow Up/ Get Started | | |
|------|-----|------|---|---|---------|---|---|-----|---|---|---------------------------|---|---|
| | # | W | D | T | W | D | T | W | D | T | W | D | T |
| 1 | | | | | | | | | | | | | |
| 2 | | | | | | | | | | | | | |
| 3 | | | | | | | | | | | | | |
| 4 | | | | | | | | | | | | | |
| 5 | | | | | | | | | | | | | |
| 6 | | | | | | | | | | | | | |
| 7 | | | | | | | | | | | | | |
| 8 | | | | | | | | | | | | | |
| 9 | | | | | | | | | | | | | |
| 10 | | | | | | | | | | | | | |
| 11 | | | | | | | | | | | | | |