

Secret #15,16: Master Prospectors
Know Something for Nothing is Usually Good For
Nothing; Study and Model the Masters
Monday conf call 07/21/08

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Reactivation

The book: “17 Secrets of Master Prospectors” John Kalench
Secret 15: Know Something for Nothing is Usually Good for Nothing

1. Is the glass half empty or half full? What is your perspective?
 - A. In the early 1990’s for example, some were suggesting doom and gloom because there were certain industries collapsing resulting in mass loss of jobs (apparel); other industries experiencing phenomenal boom (technology).
 - B. “Global recession” was great news for some and bad news for others. If you saw the recessions and, in your opinion thought it would lead to tough times, then probably it did for you
If you saw the changing economic environment as a time of tremendous opportunity, then that is what you experienced.
Reminds you of what? If you believe you can or if you believe you can’t, you will always be right.
2. Garbage in, Garbage out
 - A. Our human mind is like a computer.
Our brain is like the hardware, and we all have very similar brains.
The software is what we pick up on the way: it is the opinions of the world that we adopt or we reject.
 - B. Opinions are everywhere, we are accosted with them every moment of our lives. If we buy into the negative, unsupportive opinions, then that is how we live our lives. If on the other hand, we invest in the positive, supportive software, then we perceive things in a positive light (new opportunities through change).
 - C. What makes us choose? Why do so many people opt for the negative software? Because it is free!
 - 1) Negative opinions are everywhere: they are in the news, on TV, all over the media, next door neighbor, especially elevated during the political campaigns...and they are all there for FREE.
(four fuels for success: one is the environment you create around you)

2) Good software: positive and supportive, takes more effort to get. You have to hunt for it and most times pay a price.

3. Well, if something does not cost anything, how could it not be worth it?

A. Two types of costs:

1) Out of pocket costs

These are readily recognizable because we write a check, pay for them in ready dollars.

2) Out of potential

These are hidden in many instances; they happen to us without immediate acknowledgment. They appear free, but when you finally discover them, the cost is outrageous!

B. Master Prospectors avoid negative software at all costs. They would rather pay now – out of their pocket. Why? Their potential worth is far greater than their present worth.

Out of potential costs rob you of your future.

“There is nothing that’s worth the cost of your tomorrow, no matter how easy and free it is to get today.”

4. Master Prospectors are always seeking more powerful supportive, positive software, no matter what the cost. What does this look like?

A. They invest in themselves: conferences, conventions, meetings, self development seminars: they buy AND READ/LISTEN TO books, tapes, publications, etc.; they are constantly reading to learn new ways to empower their life and work.

B. They invest in their people: they do coaching programs, train their associates, mentor and model for them, promote events, bring other “experts” in to train, create lending libraries with books and tapes.

C. They do not devalue their products or their opportunity.

They sell their products at full retail; they do not sell the opportunity as a way to get the products for wholesale. They acknowledge wholesale purchasing as a benefit and privilege. They do not build others downlines for them (not enablers; creates false sense of achievement which is something for nothing);

Master Prospectors see the incredible value of their products, know the opportunity is a wonderful gift, and they take responsibility for the success of their associates by training and support.

Master Prospectors are investors...they invest their time, energy, money in their businesses and they expect a return far greater than

what they put into it! And they teach their associates to do the same thing.

Action Steps;

1. What is the negative software you are getting “for free”?
2. What is your strategy to dispose of it?
3. How are you going to invest differently in yourself and your people?

Secret 16: Study and Model the Masters

1. Why model the Masters?

A. It is the single fastest way you can become a Master Prospector. My experience throughout my early years in networking...Upline, crossline, trainings, MDU

B. Tom "Big Al" Shreiter always has said the way to build leaders in this business is to move in with your people for six months and teach them all you know. When they are smarter, sharper, and better than you, then move on to the next.

2. What does this look like for you?

A. When we did Master Prospectors # 6 secret (see attached) we talked about building rapport and the modeling and mirroring of your prospect's speech patterns, posture, eye movement, and breathing in order to create a sense of harmony. This is similar in approach.

Example: At Mannaquest, go after the Masters...spend as much time with them to see their mannerisms, their speech, their habits, their beingness, and pick up on the things you see that are different from you. Target them...the conference will be full of them. Be persistent.

Listing their characteristics, the words they use, the way they transition, their facial expressions, their intonations all of these things. Then apply it and see how it works for you.

B. Analyze it but still be you!

Add the things that work for you. This is not about cloning! It is about trying the things you saw and adopting what works for you.

You must first come from a willingness to change...some of us have a huge program around change. What does that say about us? that we think we are great enough? I awaken every day with a desire to be better and pray the Lord guides me in that direction. Kaisan.

C. Master Prospectors are mentors.

Do not feel inhibited in asking for such a relationship with who you perceive is a Master Prospector. Just like you do not take a no from a prospect, be persistent with the Master Prospector you want a mentor relationship with.

1) Master Prospectors know that persistence is a key to success in everything in life.

2) Master Prospectors have a built in sincerity meter that tells them when a person is truthful and hard-working.

When they find one, despite their busy schedule, they make time for them.

One way to nab one is to show them what they will get in return...if they are upline make commitments on levels of performance for them to follow. If crossline, find other ways of rewarding them for their time and efforts.

D. Have more than one Mentor.

Also, have more than one and have them in more than one area of your life. So for Mannatech, find three or four or more. They can serve in different capacities for you. Maybe one is a coach, one you just tap into at events, another you call with special issues, another you get on their weekly calls. You absolutely need to hear different perspectives from different successful people.

Do not become a follower; that does not work!

Become a student...study their qualities, apply them to your life, and discard the things that do not work for you. Take directions from them to move forward.

“Self mastery is not about being like someone else...its about discovering and bringing out the best in you!”

Action Steps:

Who are your current mentors? list them

Who are the potential mentors in your life?

What qualities do they have that I desire to have? What makes them different?

What do I plan to do to study my mentors more actively and master these qualities for myself?