

Mannatech: 10 Lessons From a Navy Seal Monday, July 7, 2014

- Mission Live Stream Monday at 8 PM EST, 9 PM EST, 10 PM EST, 11 PM EST www.m5mlive.tv. Dial 800-768-2983, Access Code 4712222# or 24/7 www.m5mlive.com
- Building Champions Call – Saturday 10 AM CT - 800-768-2983 – Access code 4717417#
- Mannatech Now – Tuesday – Platinum Presidential Leone Van der Linde and Silver Presidential Vintzent van der Linde 7:30 Pm CT at Mannatech Corp or Mannaterchlive.com
- MannaQuest – August 8-10 Chicago... You need to be there! Registration is open... don't wait to register.

UT Austin Commencement Exercise 2014 (18 minutes): Admiral William McRaven, 36 years as a Navy Seal

Apply to Your Life, Success in Mannatech

1. Be cognitive of the details in the small things and do them WELL
 - a. How you do the little things is how you do all things
 - b. Be disciplined in ALL that you do
"Daily dozen" is your "bed making" every day
 - c. Start off your day with completing a task well, you will be encouraged in all other tasks you take on that day.
 - d. ""Slight Edge" Jeff Olsen; Darren Hardy "The Compound Effect"
2. Don't get caught up "going it alone": we all need a TEAM
 - a. Start early with team building...so grow yourself in leadership
 - b. Grow others in leadership as well: Level 5 in Orrin Woodward's book, "Launching a Leadership Revolution"
 - c. Work together, and be willing to let go of your agenda to serve the TEAM
 - d. No place for arrogance, self-centeredness "If it is to be it is up to US" is the right quote
3. Measure a person by the size of their heart (not their "flipper")

- a. The characteristics we look for when we recruit are Commitment, Integrity, Heart, Positive, Gratitude, Educable, Dedication, Sincerity, Hungry...
 - b. Age, race, background, size, nothing matters on the outside.
 - c. Clearly, what they say is not what matters...who they are does.
4. Get over "failure" ...it is just a mistake to learn from
 - a. Don't expect perfection
 - b. Fall in love with the word "NEXT"
 - c. When you are not good enough, learn from it and get better...but never get discouraged. This is a business of SKILLS (Formula: BELIEF + SKILLS + ACTION = RESULTS)
5. The Unknown will always show up
 - a. Do not fear the unknown/results of your inviting people: some will, some won't, so what, next
 - b. Tony Jeary's PBP: production before perfection.
 - c. Unknowns grow us, and we only get better. So JUST DO IT.
6. Sometimes you have to take on obstacles
 - a. Need new thinking...take risks at times. If something is not working for you, try something different.
 - b. Do not give in...but overcome
7. If the shark swims around you, don't back down
 - a. Fight for what you know is right...glyconutrients and M5M
 - b. Hold your course...don't let others opinions twist your thinking
 - c. Objections are just a cry out for more education and if they remain, they choose to be ignorant
 - d. Your belief needs to be steely strong
8. You must be your very best in your weakest moments
 - a. All is bust...be your best
 - b. Lost your best leaders...be your best
 - c. Company changes you don't like...be your best
 - d. Compensation plan changes...be your best
 - e. Sam no longer on board...be your best
9. Understand the Power of HOPE
 - a. Know what you are working for and don't allow the surroundings in the moment rob you of your dreams.
 - b. People without HOPE will typically fail to support your efforts

c. Mandela, girl from Pakistan, etc. even one person can bring others incredible hope. That is our legacy.

10. Never, never give up

a. You lose and you will never change the world if you let go.

b. Look at the example you are setting for others...quitting is your way of setting the example?

c. "The only ones in networking who don't make it are those who give up."

d. Get dedicated, do the daily work every day, and get better every day.

Your day is coming!