

**Nine Unbreakable Laws of**  
**Network Marketing: 7,8 and 9**  
**Monday, August 14, 2006 Call**

Review of the First Six Laws:

Law 1: The Law Of Momentum

Law 2: The Law of Numbers

Law 3: The Law of Appreciation

Law 4: The Law of Priorities:

Law 5: The Law of Cause and Effect

Law 6: The Law of Service

Law 7: The Law of Planning and Goal Setting

1. This is Essential to Success.

It can be so simple: everything is what and when.

When you set a goal, mean it. Make the commitment with yourself. Make sure it is consistent with your value system or you will never reach that goal.

Keeping the vision of your dream is crucial when you are building your network marketing business.

SMART: Specific, Measurable, Achievable, Risky and Timely

Study at Yale University: only 3% of those studied had set written, clearly defined, concrete goals with a timeline and a well thought out plan of action. **The 3% who took all the steps accomplished more than the combined results of the 97% who did not.**

This just means the super successful people simply choose to do the things that guarantee success while the unsuccessful are either unaware or...they refuse to practice the laws of success.

2. The Secret to Winning

Vince Lombardi was a true master of Planning and Preparation.

Bart Starr attended the first meeting and was so overwhelmed by the amount of planning and preparation, that he left to tell his wife “We’re going to win.”

How much confidence are you generating in your organization?

### **Failure to plan is planning to fail.**

Setting goals and planning your success track literally gives you energy. It focuses you and stirs you inside to persist until you succeed.

### 3. What is your Plan

Set a **Single Daily Action Plan** (a set of actions you commit to every day, day in day out, to move your business forward)

1. Contact 5 new prospects.
2. Make follow up calls or meet 10 prospects.
3. Support by calling or meeting with 5 team members in my downline.

Look at Kerri Sheperd’s 5-2-5 Plan  
consistency is the master key in working your plan.

### 4. You Whys must be Big...Play the Game Full Out or Do not Play

Know why you set the goals you do...i.e. what are you going to do with the dollars you earn as Presidential??  
Have a dream board, and develop a passion for the pictures: visualize  
Weak whys create doubts and fears...the stronger the whys, the greater the motivation.

### Law 8: The Law of Belief

#### 1. Belief can Move Mountains.

There is a power in our beliefs that few people understand.  
Successful people know it; they have discovered it firsthand.

We use our beliefs every day: to create our dreams, or equally to sabotage them.

If you want to achieve extraordinary success, you've got to have an extraordinary belief.

“Timeless Healing” by Dr. Herbert Benson is all about the power of belief. Benson is a renowned medical doctor, research scientist, and author who has proven scientifically and clinically that our beliefs play a major role in our healing.

In networking, belief is a powerful tonic to the mind and to our business.

## 2. Belief is a Self-Fulfilling Prophecy.

Whether you believe you can, or you believe you can't, either way you are right.  
Doubt undermines dreams.

Belief Scales: I use in my business...you need to know where your people are. If they write down that they only believe in networking 10%, then you better get them beyond that point or they are undermining themselves, and all of your efforts will go for naught.

## 3. Everything Around You Was Created Twice

Zig Ziglar: science has proven that the central nervous system does not know the difference between real and imaginary.

Everything created twice: you created it first in your mind and your imagination, and then it became a reality in your world.

Stephen Covey: “we must begin with the end in mind.”

Your success in this business is highly dependent upon the belief you have in the products, the compensation plan, the company...

It's important you move your belief in your opportunity to a level of conviction.

## Law 9: The Law of Follow up and Follow Through

1. The fortune is in the follow up. Heard this a few hundred times...what does it mean to you?

Disciplining yourself to follow up and follow through is simply earning the right to succeed in network marketing. Without it, you will not succeed.

Only a minority of people on planet earth will follow this law consistently. If you're one of them, you will have extraordinary success.

**Persistence alone is omnipotent.**

# Self-Scoring Belief Scale

Use this scale daily to monitor your level of conviction in the 6 core areas of Success and Leadership. In areas where you may need strengthening, use the belief quotes several times a day as AFFIRMATIONS until you score 100% in those areas.

## 1) PRODUCT

*The Mannatech products are absolutely the best, most cutting-edge nutritional products available anywhere. They are backed by solid scientific validation and everyone I know will benefit from them. Because of the benefits they provide, these products are a tremendous value. In fact, they are under-priced!*

0% \_\_\_\_\_ 100%

## 2) COMPENSATION

*Mannatech offers the average person an incredibly lucrative income opportunity. The income and benefits of the All Star pack make it the best value for everyone and the compensation plan quickly and richly rewards both part-time and full-time associates.*

0% \_\_\_\_\_ 100%

## 3) CORPORATE AND UPLINE LEADERSHIP

*I have complete faith and confidence in Mannatech's owners and corporate leaders. They are visionaries who are transforming both the healthcare industry and network marketing. In addition, I have total faith and confidence in my upline's ability to train me well and help me reach my goals.*

0% \_\_\_\_\_ 100%

## 4) NETWORK MARKETING

*Network Marketing is the absolute best method for distributing the Mannatech products. It is a highly ethical industry that has proven its ability to help anyone achieve financial freedom-IF they are willing to do the work. I am proud to be a Network Marketer!*

0% \_\_\_\_\_ 100%

## 5) PERSONAL SUCCESS

*I am now creating a legacy of success in Mannatech. Not only am I ACHIEVING my vision, but I will far exceed it and positively impact the lives of many thousands and perhaps millions of people. My dreams are now coming true!*

0% \_\_\_\_\_ 100%

## 6) LEADERSHIP ABILITY

*I can competently and confidently help others fulfill and exceed their dreams through Mannatech. New associates are extremely lucky to have me as a sponsor and upline coach. I'm excited to be enrolling new All Stars into my success team every week.*

0% \_\_\_\_\_ 100%