

## "Own Your Life" (Part 2)

### Monday Call October 4, 2021

Don Failla

- TNL: October 12th at 7:30 Pm CT [www.allaboutmannatech.com](http://www.allaboutmannatech.com)
- This week's "Product Focus:" – Uth Moisturizer
- No Social Media Saturday's with Lindsay....
- Last Day to register for Mannatech Rainmaker Program - <https://www.eventbrite.com/e/rainmaker-summit-road-to-presidential-and-beyond-north-america-tickets-170036370361>
- Sleep Support Special Prices – \$14.99 – While supplies last
- For a limited time, Associates and Customers will **receive FREE Ground/Standard shipping for One Time Orders placed at \$199.00 or over.**

#### 1. Pentagon of Growth

a. Five-sided pentagon diagram...how fast you can grow your business!

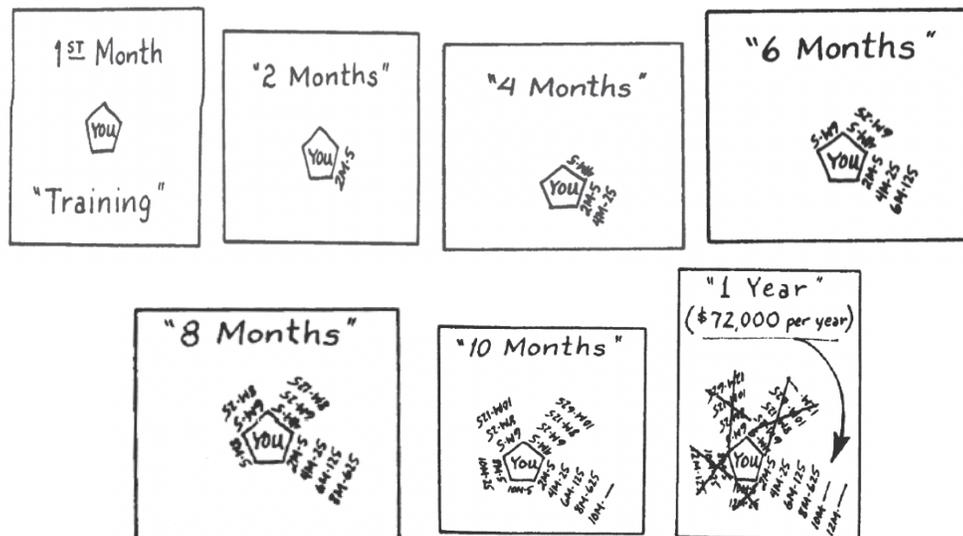
Draw a pentagon with YOU in the middle.

Allow for a Training Month AND use increments of 2 months as you develop your organization. Get 5 business partners in 2 months.

In next 2 months, (First month includes training) support your 5 to get their 5.

And you get yourself 5 more serious people so now two sides of the pentagon have action...1st one at 2 levels deep, and the second side 1 level.

b. See diagram showing 5 "Sides" ... Then say if only did the "first side" still make \$96,000 in 1 Year.



#### 2. Going Back To School

a. Your "attitude" is critical! NOT "Who can I get in my business" but rather ***"To whom will I next offer the opportunity to retire?"*** If you believe a person could retire in 1-3 years, and you can present this opportunity, why do you want to give it to a stranger?

To be able to retire in 1-3 years, you must be willing to go back to school.

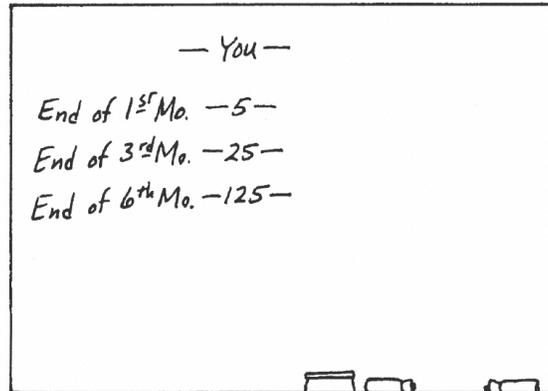
b. School is "School of Involvement." Daily: training session, listening to great motivational tapes, meeting with sponsor, attending marketing sessions, talking to

prospects." Q: "Does anyone know of a 4-year college course where you could graduate then hope to retire in 1-3 years?" This is what is exciting about Network Marketing.

COLLEGE: do you get discouraged after your first six months? First year?

Keep track of the time you are in MLM beginning from the time you knew what you were doing! Same here: You first need to go to school! Compare to college!

c. **To be successful in MLM you must be able to teach someone to else to be successful.** Your distributors need to quit being concerned about what kind of money they are making and increase their concern for teaching and working with their downline. "With all of the people you know or could meet with my help, do you think you could sponsor five people by the end of your first month (after training)?" Meet with them 1 at a time.



End of first month: You have 5,

End of 3rd month your 5 have 5 = 25

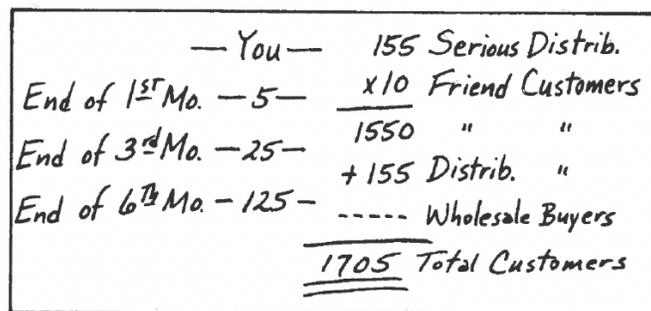
End of 6th month, your new 25 have 5 = 125

Never forget those who may have no interest in business, they become your customers.

d. "You should encourage every distributor to be a customer..."

- 1) A distributor customer is always more familiar with the products
- 2) A distributor customer can get loyalty credits so likely more generous with their personal use.
- 3) A distributor customer buys product samples to give away to others

You should encourage all distributors to use samples. Here is the presentation to use:



If each customer only did say \$50 your total sales just to customers would be \$85,000 (Mannatech system looks for "1000 Customer Pod")

At this point of your presentation, ask your prospect if they are ready to join you and start the business. If not, then make sure you get them o the products to add to your customer base.

### 3. Playing with Numbers To Make A Point

a. What happens when one of your frontline distributors doesn't need you anymore? Now you shift to pick one of the SERIOUS people you have been talking to and bring them in as #6 frontline to you and work with them on their line. The difference then becomes

You	Difference	You
5	1	6
25	11	36
125	91	216
625		
3,125		
15,625		
78,125		

b. Take the diagram even further...

This presentation is easy to learn and when shown, the impact will be much greater especially if they do the numbers. And it all starts with just 5 (or can do with 4 in our Plan). See and let your new builder be the one who draws it out themselves.

Then can ask, "What do you think the result is at the 7th level?"

c. Why not so many in front line? You couldn't work with them anyway. Also, that gets you in the game of adding and subtracting versus multiplication. You much rather play game of multiplication. Work with each distributor to at least 3 levels deep. This is a "sponsor and teach" business. See p.81. You retire in 3 years if go DEEP not wide.

#### 4. Business Training Sessions vs. Weekly Opportunity Meetings

a. Weekly opportunity meetings just bring discouragement. "meeting burn-out" (know this book was written in 2004?) People may even like what they hear, but think they have to be like the presenter to be successful. Fear takes over. On the other hand we all know thousands of people who can carry on a conversation with another person with ease. Hello? Invite people to meet up at coffee shop or...and allow them to tape the presentation (tool for them to register others as well as learn themselves). He prefers a restaurant off-busy hours.

b. Two most important words in MLM are SPONSOR and TEACH...least is sell. Next 3 most important are EXPOSE, INVOLVE and UPGRADE.

c. INVOLVE in 5-20 hours per week. Making hundreds a week and then UPGRADE as they start seeing making \$1000-5,000+ per month.

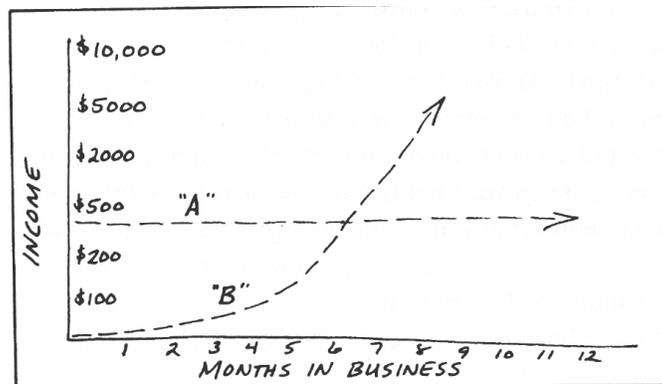
d. Have a weekly training session: to teach your distributors how to sit down and present the company the products and the business plan. This should be links we can send! One trainer for entire country. Takes away fear of training so many have. You could even invite people to the training session understanding they are just seeing a basic training first and will see the opportunity during the training.

#### 5. Important Phrases And Handling Objections

a. Lay foundation and then support the building. To prospect *"I can see you have doubts about getting involved. I want you to understand that if I didn't think you could do it, we would be talking about something else."*

*"I want you to understand that if you say yes, I will be the one training you."*

- b. "Do I have to sell?" *No. The products will sell themselves as you SHARE them with your friends. In MLM you are dealing with people you know: Second, you will be handling products they need and want."*
- c. "Is it a pyramid?" *No! Pyramids are illegal. Network marketing has been around for 70 years so if illegal it would not be here!*
- d. "I can't afford to go into business." *You can start a Mannatech business with \$49. Unless you want to spend the rest of your life working for others you can't afford not to do this business."*
- e. "How do I pick a company?" *The truth is most don't pick their first company. Somebody they know was already there. Find a product(s) you can fully get behind. That is exactly why I choose Mannatech!*
- f. CONTEST IDEA: Your people enter a contest by signing someone up who has never been in MLM before. As the new person hits new levels, you give the trainer better and better rewards!
- g. "I am burned out on MLMs. My last company just declared bankruptcy!" *This would be like going to town, eating out getting a bad meal and then declaring every restaurant in town is bad! Remember you can never fail in MLM...you can only quit!*
- h. Print off chart on the two ways to do MLM: Selling a lot and sponsoring wide or working with a few serious distributors



6. Why Should 90% Of The Population Be In Network Marketing?

a. Understand this presentation:

In most countries, you work until you retire...so you can live comfortably before you die?

What would it take say at 5% to make \$10,000 per month? \$2.4 million

What would it take say at 5% to make \$5,000 per month? \$1.2 million

When are you going to have that accumulated after taxes? Never? At 65?

A person in network marketing can in 2-5 years produce parttime income of \$5-10,000 per month.

b. Sponsoring just one person a month versus 2...

Just take you 1 year instead of 6 months.

MONTH	Number of people in your organization
1	2
2	4
3	8
4	16
5	32
6	64
7	128
8	256
9	512
10	1,024
11	2,048
12	4,096

c. Network marketing is not a numbers game like sales. A salesperson goes to work for a sales manager. You get to choose who you work for.

What you really need to do in network marketing can be said in 2 sentences:

- 1) Make a friend (if you don't have any)
- 2) Meet their friends

d. Are you secure in your retirement?

Closing to book:

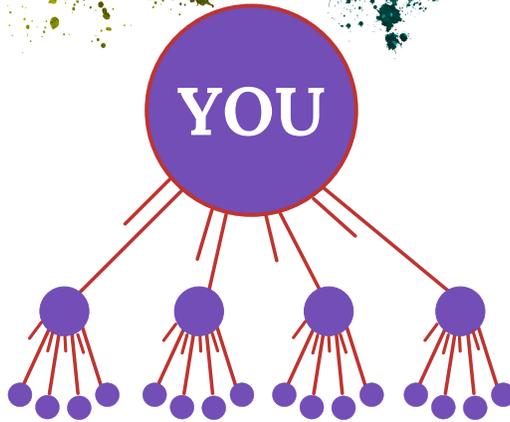
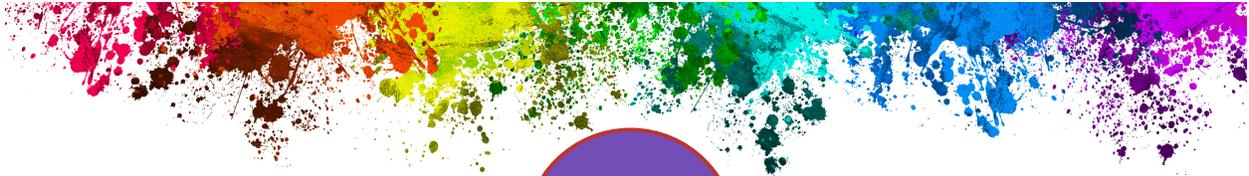
"We have a system whereby you can go back to "school" for a few hours per week and learn how to do it, get involved, and secure your financial security at whatever level you wish to work for. We know if you'll learn our system you could be financially independent in 1-3 years at better than \$50,000 per year.

If you would like to take advantage of OWNING YOUR OWN LIFE, contact the person who gave you this book.

### Are you Secure in your retirement?

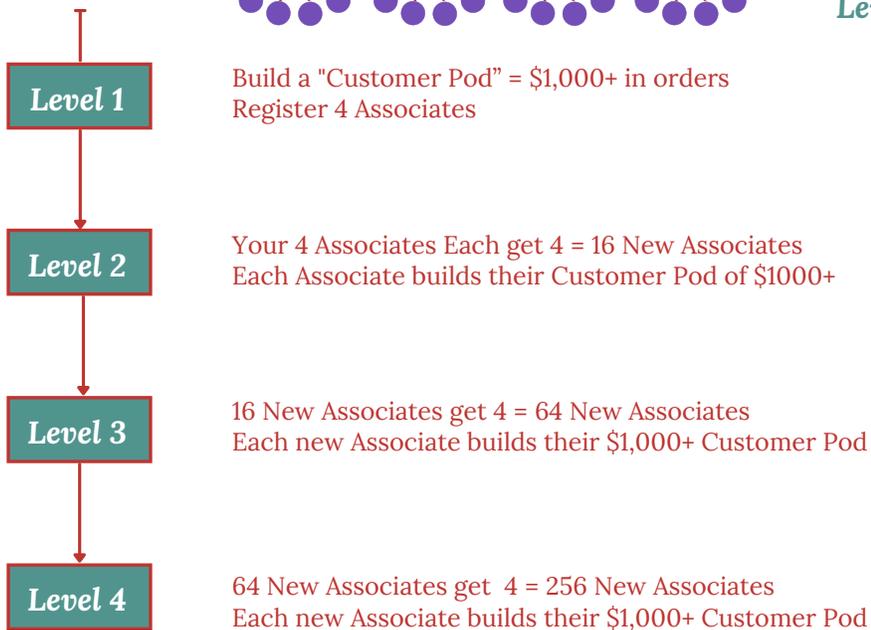
\$200 Per Month		\$600 Per Month		\$800 Per Month		\$1,000 Per Month	
Interest Rate	Amount in Bank	Interest Rate	Amount in Bank	Interest Rate	Amount in Bank	Interest Rate	Amount in Bank
2%	\$120,000	2%	\$362,000	2%	\$480,000	2%	\$600,000
3	80,000	3	240,000	3	320,000	3	400,000
4	60,000	4	180,000	4	240,000	4	300,000
5	48,000	5	144,000	5	192,000	5	240,000
6	40,000	6	120,000	6	160,000	6	200,000
7	34,286	7	102,857	7	137,143	7	171,429
8	30,000	8	90,000	8	120,000	8	150,000
9	26,667	9	80,001	9	106,667	9	133,334
10	24,000	10	72,000	10	96,000	10	120,000

\$2,000 Per Month		\$4,000 Per Month		\$5,000 Per Month		\$10,000 Per Month	
Interest Rate	Amount in Bank	Interest Rate	Amount in Bank	Interest Rate	Amount in Bank	Interest Rate	Amount in Bank
2%	\$1,200,000	2%	\$2,400,000	2%	\$3,000,000	2%	\$6,000,000
3	800,000	3	1,600,000	3	2,000,000	3	4,000,000
4	600,000	4	1,200,000	4	1,500,000	4	3,000,000
5	480,000	5	960,000	5	1,200,000	5	2,400,000
6	400,000	6	800,000	6	1,000,000	6	2,000,000
7	342,857	7	685,714	7	857,143	7	1,714,285
8	300,000	8	600,000	8	750,000	8	1,500,000
9	266,667	9	533,334	9	666,668	9	1,333,335
10	240,000	10	480,000	10	600,000	10	1,200,000



Level 1

Level 2



**YOU MAKE : ≈ \$8,000/month = \$96,000 per year**

**Each Associate Brings:**

- 4 Associates committed to building
- \$1,000+ Customer Pod (any # of customers plus the Associate's own order with orders totaling \$1,000+)

**Bottom Line:**

Each Associate is responsible for 4 new Associates and building \$1,000+ Customer Pod

