

Understanding Personality Quadrants - Part 3

How we work with People

November 16, 2020

- Weekly Product and Business Meeting – 1st Saturday is live at 10 AM CT.
<https://zoom.us/j/215452258> or www.allaboutmannatech.com: the others are prerecorded links that are text to you by 10 AM CT on Saturdays.
- Next TNL, November 24th at 7:30 Pm CT www.allaboutmannatech.com
- Free Shipping on one-time orders of \$100 or more through December 31st
- Wednesday Product Focus with Dr. Nugent: 12 PM CT – 6 Pm CT on GlycoCafe

1. Review:

Controller

Promoter

Supporter

Analyst

What did you learn?

2. **Review:** How do we Recognize the Quadrant another person falls into knowing that MOST have percentages of other quadrants as well?

a. Controller

b. Promoter

c. Supporter

d. Analyst

3. How do we best share Mannatech with them?

a. Controller

b. Promoter

c. Supporter

d. Analyst

How to Work with People

How to work with people in the different quadrants for my Mannatech business:
Why do we do this? Because if you become effective in meeting people where they are, using their communication style, you will gain their trust and confidence more quickly.

Controller

You need to be:

- Be confident (they do not like wimpy people)
- Keep relationship very professional
- Never try to be “right” ie dominate the conversation
- Recognize them for their ideas and where they are

In presenting the Mannatech story:

- They love Kiyosaki...stop exchanging time for money, time is money and let's leverage others
- You are your own boss (they are in control)
- Book “The Business of the 21st Century”, “Building an Empire”
- Persistence pays off

Analyst

You need to be:

- Be very organized, detail oriented
- If you do not know the exact answer, never make one up
- Integrity is crucial

In presenting Mannatech story:

- Comp plan down pat or materials to let them understand it
- Integrity of the company
- Financials of the company, profitable through tough times

Promoter

You need to be:

- Be relaxed and joyful
- Make the time fun
- Give them center stage
- Talk about creative stuff, dreams, ideas
- Be entertaining

In presenting Mannatech story:

- Talk about fun projects
- Mannafest conventions
- Parties
- The incentives and how wild and crazy they are Costa Rica
- Money, and more money, and time freedom
- Build with your friends

Supporter

You need to be:

- Be a great listener
- Show interest in their interests
- Take them out of a formal atmosphere

In presenting the Mannatech story:

- Talk about team and support
- M5M Foundation
- Loving other people and contribution
- Incredible relationships we build
- Loyalty to each other
- Working crossline with incredible fun

THE SCIENCE OF GLYCOBIOLOGY HAS COME A LONG WAY

- 1857 the first scientific investigation of orally ingested glycans
- Most people had never heard of Glycans.
- As of 2010, **22,884** PudMed Central (Which is just one of many online science libraries) articles with the key word “glycoprotein” had been published
- In March 2020, a keyword search for “glycoprotein” on PubMed got more than **838,684** hits... a 3500% increase!
- Even so, your doctor may be totally unaware of how glycans support health