

Start Planning for Best Year Yet: 2013

December 3, 2012 Call

- Check out the Stock Price over last week..."something's cooking!!"
- Sam Caster Presenting "XFM"...schedule and post yours for December 11!!!
- Dedication to our Founder: December 2012...get ready for the announcement
- Let's BLAST OPEN our business in December...set your short term goal NOW
- Join us on Dec. 8th for XFM Mastermind Training Event at Mannatech Corporate Office - 9am-12pm

1. How do I Start?

A. What about those who won't even start...what is this all about?

1) What makes you a renegade?

- a) "They" have never worked for you...
- b) You feel like you have failed when you have not met them in the past so why go through the depression
- c) Just a lot of extra work

2) Do you understand the statistics? Virtually every successful person who gets what they desire in their lives sets written goals. Virtually every book written on success says one of the initial steps is to commit to **Written Goals**. So, quit setting yourself up for unwanted results!

B. Methods to get you thinking correctly about VISION...

1) Your highest aspirations and deepest values are your truest desires. Values are who we are...not right or wrong. When you act in ways that are inconsistent with them, you feel as if you are not being true to yourself. Sometimes this is when we discover our truest values. Values are relational. Find your passion...

Task 1: call your journey "aimless pursuit of reality"... start with no agenda, but just start writing in a stream of consciousness about "How I want life to be? What would be ideal?"

"The looking without the need for an answer helps you see what there is to see, and sometimes for some people that means finding God."

2) More traditional approach:

VISION must be consistent with VALUES

- a) Goals are then based on the vision which is based on your

values. To know your values... look at list (example is attached) and select most important ones to you...limit to 10.

b) Answer these questions to help:

If you discovered that you only had one year to live, how would you live? Where would you go? Who would you be with?

If you won \$3 million after taxes, what would you do differently?

What do you enjoy so much, that you would do it without pay?

What five things would you like to be remembered for when you die?

c) Draft a TO BE LIST; we must Be before we Do

Take 10 minutes to list all the characteristics of the great leaders of all time (list is attached). Now, take those that really stretch you and draft your TO BE statement.

What characteristics have you lacked? Which ones are so important as a foundation for achieving your goals?

d) Finally, draft your purpose/vision.

Mission statement work takes time... know this is a work in process, but you need to start.

(If you have "The Slight Edge" by Leo Weidner, draft and tape your LifeCreed)

(If you have "Strategic Acceleration" by Tony Jeary, then do Exercise 5 and review then entire outline from Dec 5, 2011 on Mannatrain)

2. Structural Tension

A. Definition: Create structural tension: ***Life is Art*** "Structural tension is the best and most powerful structure there is in the creative process ...developing the ability to envision the result and observe the present situation in relationship to that result."

Tension here is not anxiety, pressure, stress or strain. It describes a relationship...it generates energy and seeks resolution.

So, our structural tension to develop ***is contrasting our goals with our reality.***

B. Mechanics:

Are the first two skills listed above:

the skill of forming goals and developing vision

the skill of evaluating your current situation

Both Jeary and Weidner agree that we must have a realistic sense of reality

first...or reaching our goals will not happen. Jeary refers to this as Clarity...a lack of results in two significant "felt needs:"

There is not enough time to do what I need to do.

The results I am experiencing are less than I want or expect.

Does this sound like you? Is this some of your thinking?

C. Reality

"Our ability to live in reality is essential."

This takes training..."It is natural for us to avoid pain and conflict." Thus, seeking truth is not something we do by nature. We must develop it as a discipline.

To build the structural tension we will need to raise our level of discernment, objectivity and awareness.

Without this, we cannot grow from our actions, we cannot achieve the goals we set, we have no starting point and thus, are incapable of constructing actions to move in a given direction.

Part of your reality check is to examine last years goals and see where you are. What happened? Evaluate the process and acknowledge where you are only with insight to move you forward.

Insanity = "Keep doing what you have always done and expect a different result."

D. By internalizing structural tension...the vision and the current reality...structural tension becomes a more powerful force in your life. See attached chart.

3. MJH Annual Review (this will support your sense of reality)

A. Evaluation is critical. So, review your 2012 activities in your business and then propose what 2013 will look like in comparison.

(see attached worksheet). Understand the Law of Vibration.

"Design your life by choice and commitment and not by chance and circumstance."

Your Goal

(Actions to be taken in proper order)

-
-
-
-
-
-

Current Reality

Characteristics of a Good Leader

Honest
Integrity
Loyal
Focused
Fair
Accepting
Creative
Dependable
Committed
Decisive
Tactful
Resilient
Motivational
Endurance
Energetic
Delegates
Never compromises the absolutes
Intelligent
Courageous
Competent
Unselfish
Visionary
Problem Solver

Kind
Generous
Humble
Patient
Love
Peace
Empathetic
Optimistic
Empowering
Leads by Example
Understanding
Discerning
Disciplined
Enthusiastic
Passionate
Initiates
Inspiring
Knowledgeable
Bold
Imaginative
Contemplative
Positive

Seven Steps That Can Change Your Life

1. **Identify Your Three Greatest Accomplishments In 2012.** Even if 2012 was a challenging year for you, odds are if you look close enough there's something somewhere to be proud of.
2. **Analyze What You Learned from Each Accomplishment?** Now that you have identified your three greatest accomplishments, go back to each one. This time though identify exactly what you learned or were reminded of by each of them.
3. **Identify Your Biggest Disappointments Of 2012.** Practically every company and individual resists analyzing their mistakes. That's a shame because this is where the best learning comes from.
4. **Analyze What You Learned from Each Failure or Disappointment?** No matter how great everything in life is going - we all make mistakes. The trick here is to really analyze them, what preceded them, what could you have done differently, and how can you prevent them in the future.
5. **Identify How You Limited Yourself and How Can You Stop It?** Were there certain actions you took or didn't take that came back to haunt you? In order to make sure you don't limit yourself again - you need to bring these self-defeating actions to the surface, confront them, and most importantly determine what you must do differently to make sure you don't make the same mistakes all over again.
6. **Pragmatically Review the Information You Have Gathered?** The goal of this exercise is not simply to know yourself and your Mannatech business better but to actually use the information to make certain 2013 far surpasses 2012.

What are the big takeaways from answering each question? What do you know about yourself or your business that you didn't realize or weren't thinking about? Obviously, having this list isn't going to do it all, you still need to take this new knowledge and USE IT!

7. **Use This Information to Astonish Yourself in 2013.** The purpose here is to build into your schedule, your interactions, your management style or whatever else you've surfaced in the previous questions and build yourself a new better approach. Ok, now that we've uncovered a lot of useful information, the final step is to incorporate it into a plan for 2013.

Annual Review of My Mannatech Business

<u>Activities 2012</u>	<u>Proposed 2013</u> (Change Activity/Change Vibration)
1.	1.
2.	2.
3.	3.
4.	4.
5.	5.
6.	6.
7.	7.
8.	8.
9.	9.
10.	10.
11.	11.
12.	12.
13.	13.
14.	14.
15.	15.
16.	16.

1. Abundance
2. Acceptance
3. Accessibility
4. Accomplishment
5. Accuracy
6. Achievement
7. Acknowledgement
8. Activeness
9. Adaptability
10. Adoration
11. Adroitness
12. Adventure
13. Affection
14. Affluence
15. Aggressiveness
16. Agility
17. Alertness
18. Altruism
19. Ambition
20. Amusement
21. Anticipation
22. Appreciation
23. Approachability
24. Articulacy
25. Assertiveness
26. Assurance
27. Attentiveness
28. Attractiveness
29. Audacity
30. Availability
31. Awareness
32. Awe
33. Balance
34. Beauty
35. Being the best
36. Belonging
37. Benevolence
38. Bliss
39. Boldness
40. Bravery
41. Brilliance
42. Buoyancy
43. Calmness
44. Camaraderie
45. Candor
46. Capability
47. Care
48. Carefulness
49. Celebrity
50. Certainty
51. Challenge
52. Charity
53. Charm
54. Chastity
55. Cheerfulness
56. Clarity
57. Cleanliness
58. Clear-mindedness
59. Cleverness
60. Closeness
61. Comfort
62. Commitment
63. Compassion
64. Completion
65. Composure
66. Concentration
67. Confidence
68. Conformity
69. Congruency
70. Connection
71. Consciousness
72. Consistency
73. Contentment
74. Continuity
75. Contribution
76. Control
77. Conviction
78. Conviviality
79. Coolness
80. Cooperation
81. Cordiality
82. Correctness
83. Courage
84. Courtesy
85. Craftiness
86. Creativity
87. Credibility
88. Cunning
89. Curiosity
90. Daring
91. Decisiveness
92. Decorum
93. Deference
94. Delight
95. Dependability
96. Depth
97. Desire
98. Determination
99. Devotion
100. Devoutness
101. Dexterity
102. Dignity
103. Diligence
104. Direction
105. Directness
106. Discipline
107. Discovery
108. Discretion
109. Diversity
110. Dominance
111. Dreaming
112. Drive
113. Duty
114. Dynamism
115. Eagerness
116. Economy
117. Ecstasy
118. Education
119. Effectiveness
120. Efficiency
121. Elation
122. Elegance
123. Empathy
124. Encouragement
125. Endurance
126. Energy
127. Enjoyment
128. Entertainment
129. Enthusiasm
130. Excellence
131. Excitement
132. Exhilaration
133. Expectancy
134. Expediency
135. Experience
136. Expertise
137. Exploration
138. Expressiveness
139. Extravagance
140. Extroversion
141. Exuberance
142. Fairness
143. Faith
144. Fame
145. Family
146. Fascination
147. Fashion
148. Fearlessness
149. Ferocity
150. Fidelity
151. Fierceness
152. Financial independence
153. Firmness
154. Fitness
155. Flexibility
156. Flow
157. Fluency
158. Focus
159. Fortitude
160. Frankness
161. Freedom
162. Friendliness
163. Frugality
164. Fun
165. Gallantry
166. Generosity
167. Gentility
168. Giving
169. Grace
170. Gratitude
171. Gregariousness
172. Growth
173. Guidance
174. Happiness
175. Harmony
176. Health
177. Heart
178. Helpfulness
179. Heroism
180. Holiness
181. Honesty
182. Honor
183. Hopefulness
184. Hospitality
185. Humility
186. Humor
187. Hygiene
188. Imagination
189. Impact

190. Impartiality
191. Independence
192. Industry
193. Ingenuity
194. Inquisitiveness
195. Insightfulness
196. Inspiration
197. Integrity
198. Intelligence
199. Intensity
200. Intimacy
201. Intrepidness
202. Introversion
203. Intuition
204. Intuitiveness
205. Inventiveness
206. Investing
207. Joy
208. Judiciousness
209. Justice
210. Keeness
211. Kindness
212. Knowledge
213. Leadership
214. Learning
215. Liberation
216. Liberty
217. Liveliness
218. Logic
219. Longevity
220. Love
221. Loyalty
222. Majesty
223. Making a difference
224. Mastery
225. Maturity
226. Meekness
227. Mellowness
228. Meticulousness
229. Mindfulness
230. Modesty
231. Motivation
232. Mysteriousness
233. Neatness
234. Nerve
235. Obedience
236. Open-mindedness
237. Openness
238. Optimism
239. Order
240. Organization
241. Originality
242. Outlandishness
243. Outrageousness
244. Passion
245. Peace
246. Perceptiveness
247. Perfection
248. Perkiness
249. Perseverance
250. Persistence
251. Persuasiveness
252. Philanthropy
253. Piety
254. Playfulness
255. Pleasantness
256. Pleasure
257. Poise
258. Polish
259. Popularity
260. Potency
261. Power
262. Practicality
263. Pragmatism
264. Precision
265. Preparedness
266. Presence
267. Privacy
268. Proactivity
269. Professionalism
270. Prosperity
271. Prudence
272. Punctuality
273. Purity
274. Realism
275. Reason
276. Reasonableness
277. Recognition
278. Recreation
279. Refinement
280. Reflection
281. Relaxation
282. Reliability
283. Religiousness
284. Resilience
285. Resolution
286. Resolve
287. Resourcefulness
288. Respect
289. Rest
290. Restraint
291. Reverence
292. Richness
293. Rigor
294. Sacredness
295. Sacrifice
296. Sagacity
297. Saintliness
298. Sanguinity
299. Satisfaction
300. Security
301. Self-control
302. Selflessness
303. Self-reliance
304. Sensitivity
305. Sensuality
306. Serenity
307. Service
308. Sexuality
309. Sharing
310. Shrewdness
311. Significance
312. Silence
313. Silliness
314. Simplicity
315. Sincerity
316. Skillfulness
317. Solidarity
318. Solitude
319. Soundness
320. Speed
321. Spirit
322. Spirituality
323. Spontaneity
324. Spunk
325. Stability
326. Stealth
327. Stillness
328. Strength
329. Structure
330. Support
331. Success
332. Supremacy
333. Surprise
334. Sympathy
335. Synergy
336. Teamwork
337. Temperance
338. Thankfulness
339. Thoroughness
340. Thoughtfulness
341. Thrift
342. Tidiness
343. Timeliness
344. Traditionalism
345. Tranquility
346. Transcendence
347. Trust
348. Trustworthiness
349. Truth
350. Understanding
351. Unflappability
352. Uniqueness
353. Unity
354. Usefulness
355. Utility
356. Valor
357. Variety
358. Victory
359. Vigor
360. Virtue
361. Vision
362. Vitality
363. Vivacity
364. Warmth
365. Watchfulness
366. Wealth
367. Willfulness
368. Willingness
369. Winning
370. Wisdom
371. Wittiness
372. Wonder
373. Youthfulness
374. Zeal