

Start Planning for Your Great Year of 2014

December 9, 2013 Call

- Weekly Mission Live Stream Monday at 8 PM EST, 9 PM EST, 10 PM EST, 11 PM EST. <http://www.m5mlive.tv> or 24/7 <http://www.m5mlive.com>
- TNL – Muzafer Najfi - 7:30 Pm CDT at Mannatech Corporate offices or www.mannatechlive.com
- Welcome Home Calls extended until Dec20th
- Mannatech Specials - 2 Uth and Free M5M ornament - \$199.89 (Associate price), 2 MannaTea and Free M5M Glass Tea Cup - 54.95 (Associate Price)

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
- d) Andy Andrews says "Don't lie to yourself" so what does that mean?

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!

3) But also understand that 87% of peoples' New Years resolutions are left behind by January 31st.

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 - <http://www.stevepavlina.com/articles/list-of-values.htm> 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**. Review the BE-DO-HAVE triangle.

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.net)

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 2013 activities in your business and then propose what 2014 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)

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-
-
-
-
-

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 2013.** Even if 2013 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 2013.** 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 2014 far surpasses 2013.
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 2014.** 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 2014.

Annual Review of My Mannatech Business

<u>Activities 2013</u>	<u>Proposed 2014</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.