

# **"Playbook for Success"**

**Monday conf call 3/28/11**

**GI ProBalance Reactivation – Email attached  
Beginners and Advanced Tax Class This Saturday 10 AM – 12 PM and  
1 PM – 3 PM. See Attached Registration Form**

Book by Nancy Lieberman

1. Why Sports and Business is for Women
  - a. Teach how to win as well as how to use losses as trainings.
  - b. Sports teaches you how to toughen up, both mentally and physically.
  - c. Sports gives you overwhelming confidence.
  - d. Business world favors athletes: learned teamwork, passion for winning, focus in chaos, supporting others.
  - e. Key point in book: "Success flows from becoming the best you can be from constant self-improvement, and from the pursuit of personal excellence."
  - f. Three plays for Playbook:
    - 1) Failure is noble.
    - 2) Be flexible.
    - 3) Strive for intentional greatness.
  
2. The Playbook
  - a. You must have a map...strategies for success, key plays, policies and goals.
  - b. Covers all areas and cover every aspect of the business...write it out to have no surprises.
  - c. Must know all the talents of you and team and maximize those. When leading people you MUST have a plan. And KISS.
  - d. Whatever the business scenario, make it dynamic and never give your team more than 3 points to remember.
  - e. Establish your leadership style. Don't be late, "REALLY."
  - f. You want loyalty so show loyalty. You must trust.
  - g. Three plays for Playbook:
    - 1) The Playbook: your organized map to success. Commit to it.
    - 2) "Really?" Her word; she uses to put responsibility back on the responsible party.
    - 3) Agree, disagree and align. Allow open discussion but when

you "walk out", be on the same page.

### 3. Find Your Love and Passion

- a. If you love what you do, you will find the passion to succeed.
- b. Those around you will pick up your passion and it will be contagious.
- c. Women need to be taught...for men it comes natural. Play to win.
- d. Don't be afraid to find out what your limits are...go after them.
- e. The power of women's strengths: empathy and intuition.
- e. Three plays for Playbook:
  - 1) Love. If you love what you do, you will flow with passion, energy and enthusiasm. Success will follow.
  - 2) Give more than you take. We can all be the man in the mirror.
  - 3) Control your emotions. (EQ from last week!)

### 4. Never Fear Success

- a. Visualize your success and never fear failure.
- b. Always work to improve, but don't live your life based on whether people like you or not. Peoples' lack of faith in Nancy motivated her.
- c. " Fear is a battle of the mind. If you don't win that battle, eventually you'll suck the life out of yourself and others."
- d. When something looks easy and not much perceived risk, we think we can succeed. But when goals are set high, get scared and lose sight of success. It is all mental.
- e. Three plays for Playbook:
  - 1) Never fear success. Let go of fear ad let success flourish.
  - 2) Talk to me...always communicate in good and in bad times.
  - 3) Utilize criticism to get tougher. Listen hard to what people say and get better from it.

### 5. Think Like a Champion

- a. "The only difference between a good day and a bad day is your attitude, beliefs and mindset." We can all control our attitude.
- b. Expect success to find it.
- c. Confidence and trust are the two other things you communicate with your attitude. Don't let anyone tell you what you can't be...keep telling people what you can be.
- d. You are who you think you are. Everyday don't think this is just another day. Always take on "how can I be better."
- e. Stop being like those who are negative...speak of themselves negatively, others and circumstances. STOP IT!

- f. Three plays for Playbook
  - 1) Have the mind-set of a champion. Attitude and belief are critical.
  - 2) Challenge yourself daily. Decide what you want and map out your plan.
  - 3) Be a hope-giver. Encourage and show others how to be successful.
  
- 6. It's all About Teamwork
  - a. There is no "I" in TEAM.
  - b. The ability to recognize the talent and abilities of others, and apply them to one final objective.
  - c. Teamwork is all about attitude. It is how we make each other better.
  - d. Three plays for Playbook:
    - 1) Work as a team. When you win as a team, they will talk about it forever.
    - 2) Keep your promises. Integrity is critical.
    - 3) Ask the key questions. "How can I make you better? What can I do for you? What do you need to succeed? When can we meet to talk about it?"
  
- 7. Do Your Homework
  - a. Preparation takes the guesswork out of what you are about to encounter.
  - b. You need to stay one step ahead. Homework comes in many forms: your industry, competitors, or trends in the industry.
  - c. Be open minded about differences between people, and to innovative ideas especially in difficult economic times.
  - d. Google it!
  - e. Doing your homework is about the future...you have to create it.
  - f. Three plays for Playbook:
    - 1) Do your homework. Your prep will enable you to out-perform your competition.
    - 2) Be open-minded. There are many roads to success.
    - 3) Ask questions. The only bad question is the one you don't ask.
  
- 8. Stay in Shape
  - a. Eat right, stay in shape, work out every day...exercise is essential. A 2010 study in JAMA said women who eat a regular diet need 60

- minutes of light exercise everyday to avoid adding weight as they age.
- b. Start by making a commitment to work out for the next 120 days. After 120 days you will have more confidence, swagger, and have a more positive outlook.
  - c. Be a role model...if you are not what kind of leader are you?
  - d. Minimize stress...exercise does that as well. Studies show the quality of work, mental performance, and time management improves 65% or more on the days people exercise than the days they don't.
  - e. Three plays for Playbook:
    - 1) Make you a priority. A healthy you is a successful you.
    - 2) Do the math. Eat right and exercise. You never need a diet.
    - 3) Change will happen. Be ready for it.

## 9. Sports Talk

- a. Read the sports headlines. Strike up conversations. Story telling is great to break the ice, open communication.
- b. Sports can be vital to your life. It can be a link to everyone since there is so much loyalty to the teams; common interest.
- c. Stop taking yourself so seriously; talking sports will help you "be real."
- d. Sports lingo: Home run, out of the park, the ball's in your court
- e. Three plays for Playbook:
  - 1) Use tickets to sports events as a tool for connecting and rewarding. It's a reminder that you were there at one time.
  - 2) Tell a story. You've lived so you have stories to tell. Sports makes them interesting.
  - 3) Pay attention to headlines. Read sports headlines, and listen to sports once a day.

## 10. Game Time

- a. It's game time for you: time to show up, to shine, to show people what you can really do!
- b. To be a great leader on game day and every day you need to have integrity, take responsibility, and fight for unity among your team members.  
Also, you need to take ownership and get others to do the same.
- c. Envy can dismantle everything. Believe in yourself.

"If you are going to play the game of life, play it to the best of your ability."  
ARE YOU PLAYING THE GAME? OR STILL IN THE DUGOUT?



Dear Lydia,

Thanks so much for your past commitment to Mannatech and their breakthrough technology you experienced with Ambrotose. Ambrotose continues to be the #1 glyconutrient product in the world today, and the impact on peoples' health never ceases. The testimonials pour in every day, making it a fulfilling experience to continue to share as health remains a huge challenge in our world today.

Why I am writing to you is the fact that scientific research which won **First Place** at Scripps Center for Integrative Medicine Annual Conference in 2009 established that not only did Ambrotose significantly benefit the bacteria in the gut enhancing our digestive and immune functions, but they also discovered the synergistic relationship between certain bacteria and Ambrotose. The bacteria actually augmented the body's utilization of the glyconutrients. Dr. Murray, author of the medical school textbook, **Harper's Biochemistry**, had always surmised that the reason some people did not experience the maximum results from taking the Ambrotose, was due to an inadequacy in the digestive tract. He turned out to be right.

Based on these incredible new findings, Mannatech spent the next two years researching and developing "the perfect partner" for Ambrotose so that each and everyone of us can insure our gut has terrific flora that synergistically works with our consumption of Ambrotose as well as with all the foods in our diets. This product, GI ProBalance, entered our market in March, 2011, and is now available to all of us.

Because of the significance of this research, we are totally committed to getting people back on the Ambrotose together with the GI ProBalance so everyone can experience the best of both products. We are willing to ship to you **FREE of CHARGE** one box of the GI ProBalance (one month's supply) if you will get back on the Ambrotose. You can call customer service, 1-800-281-4469, and place your order for the Bulk Ambrotose (your account number is ), and then merely email us at \_\_\_\_\_ and we will ship out the GI ProBalance within 24 hours.

We look forward to hearing about your experiences on the products. Stay on them for 6 months, and if you do not feel they made a difference in your health, take advantage of Mannatech's 6 month money back guarantee and you have not lost a dime. What do you have to lose? Nothing!



Sweet Language of Life

Additional Information on  
GI ProBalance

[GI ProBalance Tearsheet](#)  
[GI ProBalance Technical Information](#)

What do you have to gain? Everything. *"It is health that is real wealth and not pieces of gold and silver."* Mahatma Gandhi. We are here to support you...it is your choice.



Merri-jo Hillaker



# **“TAX ADVANTAGES OF A HOME BASED BUSINESS”**

**Discover how to legally and ethically cut your taxes in half...  
Two Separate Webinars**

## **Beginners/Novice: – April 2<sup>nd</sup> 10:00 AM - 12:00 PM CST**

Learn:

- What is income? What are deductions?
- What IRS Forms do I need? How do I best use them?
- How do I keep track of my expenses?
- The 5 W's: Who, What, Where, Why, & When
- Home Office deductions are critical: learn the forms and how to
- Medical Reimbursement Plan – the How to's
- What structure do I use to set up my Business?

## **Advanced/Experienced: – April 2<sup>nd</sup> 1:00 PM – 3:00 PM CST**

Learn:

- Strategies to maximize deductions
- How to write off “vacations”
- Maximizing your car deductions
- Maximizing your home office deductions
- Structure your Roth IRA to own a business with your Mannatech account.
- Maximizing retirement benefits
- Top audit areas for 2011
- New structures as our business grows to shelter income

**Replay available 4 weeks from each respective class**

**Cost: one webinar -\$30.00**

**both webinars - \$50.00**

**Your trainer for these events is Merri-jo Hillaker, JD LLM in Taxation from New York University. She practiced corporate and tax law for years. She is totally committed to tax avoidance (versus tax evasion), teaches how to audit proof your return, and has never been audited since she graduated from NYU in 1980.**

**Registration required in order to participate in the trainings.**

**Registration and payment is due the day before the respective webinar.**

**All outline/links for Webinars will be emailed the day before each respective webinar.**

**To register or for more information Contact: Lydia Stasiak (972)660-9006**

**[lydia.s@att.net](mailto:lydia.s@att.net)**

**”TAX ADVANTAGES  
OF A HOME BASED BUSINESS”  
WEBINAR**

**Registration**

**One Webinar - \$30.00**

**Both Webinars - \$50.00**

Please print clearly

**Name:** \_\_\_\_\_

**Email Address:** \_\_\_\_\_

**Phone Number:** \_\_\_\_\_

**No Refunds**

**Replays available for both classes**

**Register me for the following Webinar(s):**

**Beginners April 2<sup>nd</sup> :** \_\_\_\_\_

**Advanced April 2<sup>nd</sup> :** \_\_\_\_\_

**Both Webinars:** \_\_\_\_\_

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**Fax to: (817) 719-9372**

**Mail to: Mannatrain, Inc, 1802 Palace Drive,  
Grand Prairie, TX 75050**

**Please note registration is confirmed with payment.  
Payment and Registration is due by April 1st**