

## **Pride to Problem: Six Ways to Catch your Ego**

**Monday conf call 5/16/11**

**Tuesday Night Live: Mannatech Headquarters – Merri-jo Hillaker 7:30 PM CST – [www.mannatechlive.com](http://www.mannatechlive.com)**

**Promotion for BP 6-7 - New All-Star, Upgrades, Renewals receive a free bag of Phytoburst**

**Last 2 BP to win the incentive... its not to late to join us in Bermuda**

Article, "Pride to Problem" by Terri Brady

INTRO: Pride

- a. "The root of all conflict" John Maxwell
- b. It comes before the Fall according to the Bible
- c. The fine line between pride and confidence

Confidence turns into pride when you are unwilling to involve others in your success.

Team building, networking and relationship building always include others in your success...so no room for pride.

SIX Signs when pride turns to problems

1. Wanting to Correct

- a. People are always asking questions. Have the policy never to correct anyone.
- b. No one was assigned the gift of reproach.

2. Talking too much or turning the subject on to yourself

- a. People tend to always relate topics to their own experiences. This turns the conversations back to them.
- b. When a topic comes up, we try to relate by piping up on our own opinions, experiences, etc.
- c. What are we supposed to be focused/concentrating on? OTHERS.
- d. The idea is not to get others to think highly of you, rather for people to think highly of themselves. People will like you a lot more if they like themselves better when they are with you.

3. Talking or thinking lowly about others

- a. It does not lift you up to tear others down.
- b. Dale Carnegie "everyone is our superior in some way."

- c. Best principle: Benj Franklin..."I resolve to speak ill of no man whatever, not even in a matter of truth, but rather by some means excuse the faults I hear charged upon others, and upon proper occasions speak all the good I know of everybody."
- 4. Being jealous or self-justifying
  - a. When someone gets an award, what is your first reaction? Especially if you were competing for it? DO you make excuses? Do you get jealous?  
STOP IT!
  - b. John Wooden, "It's amazing how much we can accomplish if no one cares who gets the credit."
- 5. Ranking people on how they deserve to be treated
  - a. "A person who is nice to you but rude to a waiter is not a nice person." Dave Berry
  - b. It is not up to us to decide what a person deserves: it is up to us to be nice.
- 6. Resisting new Information
  - a. Do you resist asking because you think you know so much already? Green and growing or ripe and rotting?
  - b. Is your mind closed to ideas that are not yours?
  - c. Are you struggling with something and trying to solve it on your own?
  - d. Allowing others to help is like inviting them to your victory party. Vulnerability is a great characteristic...define it and think about it. When others can contribute to you, how do you make them feel?

Be great...remember, the enemy of great is good!