

Put Your Dream to the Test: Part 2

Monday, April 27, 2009 Call

- New Study on Ambrotose: <http://finance.yahoo.com/news/Study-Finds-Mannatechs-bw-14983250.html?.v=1>
- Check for your National YES Event
- Mothers Day Promotion - <https://www.mannatech.com/Resources/en/us/pdf/products/MannatechMother'sDaySkinCarePromo.pdf>
- Two webinars tonight:
 - 8:30 PM CST – “Economic Stimulus” – to register: www2.gotomeeting.com/register/675877520
 - 9:00 p.m. CST – “Reshape yourself physically and financially in 2009” to register: www2.gotomeeting.com/register/988047746
- Klemmer and Assoc – Champions Workshop in Dallas, TX May 7th at 7 PM – Hyatt Regency Hotel – for more information call Lydia at (972)660-9006

John Maxwell

Most people fail to realize their potential because their dream becomes hypothetical. This book takes your dream from ethereal to achievable. Definition of a dream: *a dream is an inspiring picture of the future that energizes your mind, will and emotions, empowering you to do everything you can to achieve it.*

“Dreams are valuable commodities. They propel us forward. They give us energy. They make us enthusiastic. Everyone should have a dream.”

The EIGHT additional questions to help you See It and Seize It

3. Am I depending on factors within my control to achieve my dreams?

a. It must be based in some sense of reality.

“Reality is the enemy of fantasies but not of dreams.”

In other words dreams come from imagination and creativity but they must have a chance of coming true.

b. It is not about luck.

Ralph Waldo Emerson, “Shallow men believe in luck...strong men believe in cause and effect.”

People who are successful in the long run do not leave anything to chance.

c. Read the fine print...the fine print is reality. Here is what you will

find: The journey will take longer than you hoped.

The obstacles will be more numerous than you believed.

The disappointments will be greater than you expected.

The lows will be lower than you imagined.

The price will be higher than you anticipated.

The more unrealistic your dream, the more you rely on things that are outside your control. “The more concerned you become with things you can not control, the less you will do with things you can control.”

What does this look like for us? Can’t control prospects saying yes, but as we get caught up in a few no’s, we get fearful or negative, or lose confidence, and then stop prospecting like we should. Net result: we say good bye to our dreams.

d. Are your dreams based on your strengths?

Why is that important?

1) Activates the law of least effort

2) Building on strengths enables consistently good results.

3) Gives you your highest return

Aristotle, “We are what we repeatedly do. Excellence is then not an act but a habit.”

“If your habits don’t line up with your dreams then you need to either change your habits or change your dream.”

4. Does my dream compel me to follow it?

a. “If you work on something exciting that you really care about, you don’t have to be pushed. The vision pulls you.” Stephen Jobs

This is critical: if you are not passionate about your dream, find your dream!

b. Passion does three things for us:

1) Passion pulls us up and allows us to overcome adversity

The most inspirational part of a dream is its inception...we quickly learn that between the inspiration and its manifestation, there is going to be a lot of perspiration.

2) Passion pushes us out – giving us initiative

We must stay in our strength zone, but continually move outside our comfort zone.

Passion makes us unreasonable...George Bernard Shaw, “I’m sick of all the reasonable people: they see all the reasons for doing nothing.”

3) Passion positions us well – giving us the greatest odds for success.

“Success is not the key to happiness. Happiness is the key to

success.” Albert Schweitzer

Malcolm Forbes, “The biggest mistake people make in life is not trying to make a living at what they enjoy.”

“Dreams come true when gifts are set on fire with passion.”

c. Take the passion test

If you are lower than 8, your dream might be in trouble.

d. How to stoke the passion?

1) Take into account your natural temperament

Which quadrant are you in...

2) Keep your eye on what is important to you...your why!

Focus on the result you want for your life.

3) Overcome the fear of being different from others

You can not achieve your dream and be a part of the crowd at the same time.

4) Resist the apathy that often times accompanies aging.

Children are naturally passionate, energetic and dreamers...so what happens? “Passion alone will not allow you to achieve your dreams...but I can think of few things that are more important.”

5. Do I have a strategy to reach my dream?

a. Failure to plan is plan to fail...my saying.

In Mannatech, Wayne gave us the Strategic Planning Guide...have you totally filled it out and are you using it to guide you?

b. In a 2005 a study was published by ThinkTQ:

26% focus on specific tangible targets for what they want in life

19% set goals aligned with their purpose, mission, passion

12% identify related daily, weekly and long term goals with deadlines

7% take daily action toward attainment of at least one goal

Authors commented: “Americans once again get an “F” in the critical area of performance...they fail to consistently take the...actions necessary to move their dreams and visions out of their hearts and heads into their lives.”

c. Start by stating your positions in the process

1) Your present position

2) Your future position

3) The positions in between

This is far from an exact science but you must get started!

d. Examine all your actions...do something everyday that relates to your dream. When you have trouble moving forward, do not revise

- your dream, revise your plan.
- e. Consider all your options.
 - e. Utilize all of your resources
 - 1) a really good idea
 - 2) an excellent team team
 - 3) a deadline
 - 4) creativity
 - 5) opportunity
 - f. Remove all your non-essentials
 - What are you willing to give up to achieve your dream?
 - g. Embrace all your challenges
 - When you experience failure, embrace it. Learn from it. (His book *Failing Forward* is terrific!)
6. Have I included the people I need to realize my dream?
- Chris Hodges, “A dream is a compelling vision you see in your heart that is too big to accomplish without the help of others.”
- Teams give you phenomenal support.
- a. Who should be on my team?
- CEO of Joy Industries has an acrostic:
- D**are to focus on your significance not just success
 - R**espond to your ideas with respect not disdain
 - E**xpect the best
 - A**ffirm your talents and abilities
 - M**aximize learning and growth opportunities to improve the dream and the dreamer
 - T**ake time to give honest feedback
 - E**ncourage you non-judgmentally and unconditionally to persevere
 - A**cept only excellence since mediocrity kills dreams
 - M**ake the most of your mistakes and failures
- b. Characteristics: inspire you, honest with you, skills complement yours
 - c. Transfer your dream...get others to buy into your ideas, your vision transfer it logically, emotionally and visually
 - d. The size of your dream determines the size of the people who will be attracted to it.
7. Am I willing to pay the price for my dream?
- Dreams are personal...so are the costs. Some people are not willing to go through the costs so they let go of the dream.
- What are you willing to sacrifice? Here are a few principles:

- a. The dream is free but the journey isn't
 "At some point, you have to make a transition from believer of the dream to buyer of the dream. No dream comes true without somebody paying for it."
- b. The price must be paid sooner than you think
 Dreams confessed create conflict; dreams begun create crisis.
 If you are not paying yet, you have not bought into it yet!
 Dreams are like money: the earlier you buy into it the rewards
- c. The price will be higher than you expect.
 Never has he heard that "the price was a lot less than I imagined" but rather the opposite.
- d. The price must be paid more than once
 In fact the price never stops. But would you rather live a life of regrets?
- e. It is possible to pay too much for a dream
 Cost of a marriage, your health, other family issues...If you compromise your values, you damage your soul!
- f. Three major costs everyone needs to pay to achieve their dream;
- 1) Dealing with criticism from people who matter
 - 2) Overcoming your fears. All dreams are outside your comfort one and the price to exit it is to bust through a lot of fears.
 - 3) The price of hard work
 Thomas Paine: "The harder the conflict the more glorious the triumph. What we obtain too cheap, we esteem too lightly. It is dearness only that gives every thing its value."
8. Am I moving closer to my dream?
 H. Jackson Brown, "*Life's Little Instruction Book*"...Rule #1 Take one more step. When you can't take one more step, refer to Rule #1."
 Successful people continue to move closer to their dreams no matter what obstacles, circumstances, or injustices. They persevere.
 Ralph Waldo Emerson, "the majority of men are bundles of beginnings."
 We start and then stop...are you just a starter or also a finisher??
 Calvin Coolidge once said, "Persistence and determination alone are omnipotent. The slogan 'press on' has solved and always will solve the problems of the human race."
 a. Recognize that quitting is more about who you are than where you are. People rationalize why they quit (Tx Ag, Skincare, lost associates, etc.) but the reality is that it is not external circumstances; it is what happens on the inside.

The only guarantee for failure is to stop trying.

b. In each of us is a lower self and a greater self. The lower self leads us to defeat and the greater one to victory.

Example: Lower one says “not enough people believe in you. You will fail.”

The greater self says “my belief in myself is enough; I can make it.”

c. To move closer to your dream, change your vocabulary

The power of words is immense. Saying you believe in yourself will not guarantee success, but saying you don't will guarantee failure.

d. Conditions will never be perfect... “don't wait for your ship to come in...swim out to meet it.” Jonathan Winters

e. Change your thinking

Positive is the only way...through all the thick and thin.

f. The resources for your dream stop the moment you do.

g. Practice the Rule of 5: everyday do five things to get you closer to your goal no matter what happens.

h. Remember, that when you think you have exhausted all possibilities, you haven't.

9. Does working toward my dream bring satisfaction?

Working toward a dream is more than about the accomplishment; it's about who you become in the process.

The journey itself must be fulfilling.

Our journey is a long way...so if we do not feel a sense of fulfillment along the way, you will be in trouble.

Things to learn:

a. Fulfilled people understand the difference between the dream and its realization.

b. Fulfilled people understand that the size of the dream determines the size of the gap (between fruition and manifestation).

c. Fulfilled people keep dreaming while making the journey.

d. Fulfilled people appreciate each step forward along the journey.

“The twin killers of success are impatience and greed.” Jim Rohn

e. Fulfilled people make new discoveries while in the gap.

None will be greater than the discoveries you make about yourself.

“In the end it is not our dreams that we conquer. It is ourselves.”

f. Fulfilled people but into the natural law of balance: life is both good and bad

“Successful people do what it is right no matter how they feel, and by doing right they feel good. Unsuccessful people wait to feel good

before they do what is right, and as a result they neither do what is right nor feel good.”

10. Does my dream benefit others?

“If a man for what ever reason has the opportunity to lead an extraordinary life, he has no right to keep it to himself.”

Jacque-Yves Cousteau

This is the significance question.

Halftime by Bob Buford. “The first half of life has to do with getting and gaining, learning and earning. The second half is more risky because it has to do with living beyond the immediate.”

“A day lived without doing something good for others is a day not worth living.” Mother Teresa

Adding value to others is a sure way of adding value to our own lives.

Woodrow Wilson said “You are here to enrich the world, and you impoverish yourself if you forget the errand.”

Passion Scale

10. My passion is so hot that it sets other people on fire.
9. I cannot imagine my life without my dream.
8. I willingly sacrifice other important things for it.
7. I am fired up by it and often preoccupied with it.
6. I enjoy it as one of many interests.
5. I can take it or leave it.
4. I prefer not to think about it.
3. I go out of my way to avoid it.
2. I've put it on my life of least favorite things.
1. I would rather have a root canal without anesthesia.