

Mannatech Rainmaker: Day 3

Monday Morning Call May 17, 2021

- Next TNL: May 25th at 7:30 Pm CT www.allaboutmannatech.com
- This week's "Product Focus:" TruPlenish
- Save the Date: Mannatech Event... June 26th 10 AM – 3 PM
- Liver Support is here – Flash Sale – May 17th- 19th – watch replay of zoom on Mannatech North America FB Page – time to inform your downline that it is coming...
- The Updated 4 Core brochures are shipping.... <https://www.mannatrain.net/order-materials.html>
- Social Media training with Lindsey.... May 22nd at 10 AM CT - <https://zoom.us/j/215452258>

Are you adopting a new daily DMO?

1. Review

- a. Who What Why
- b. How to meet and talk to an Influencer
- c. Getting a Book Cover done (Your book becomes your business card)
- d. What do you do? How do you do it? "Consistently"
- e. After they show interest ASK: "How do you like your information? text, email, etc."
- f. Grand Openings: People rather go to a party than a workshop
- g. 10 minute look
People want info NOW and in very small bites
- h. Business card becomes a Gift Card!
- i. **"My story is too big to play small"**
- j. Who are in your Fab 10
- k. Rank advance upon leaving here (By JUNE 1)
- l. Clarity on who your best customer/associate is

2. "Every Day Counts!"

- a. How do I build the perfect next quarter...
See the People, Tell the Story
- b. "Success Habits of Super Achievers"

3. Stan

Live longer, live stronger, live better...
If your "Why" is so big, then "How" shows up...

4. Customers is the life blood of your business

- a. "We love referrals... We have been given a big challenge... Bill Walsh challenged us to
1) contact everyone we had in in last 5 years, who stopped talking, and contact your satisfied customers and get each one to give me 10 referrals!" "Thanks for being a great customer. I just wanted to let you know I accepted a challenge... Bill Walsh challenged me to get 10 referrals from each of my customers." "Could you just share this text?" Text has link to your order page.

Will increase 10-14% on gross orders.

- b. 3 Foot Rule
 - c. Social Media is one of the top channels...only getting faster!!
Build an active community.
Be consistent with posting every day.
 - d. Outside stages...could be on social media, rotary, chamber, eventbrites, meet ups, ON-line zooms, FB lives...someone else's platform. "Leading a national expansion for one of the top health and wellness companies in the world."
Educational marketing not sales...at first. Every great company has built a great FB Group. Collective Collaboration, Collectivity creates massive power
 - e. Build those perfect days
Get so good at running the play that all the noise does not matter!
 - f. Internet... new mobile pages...
Personal Mannatech pages to learn it
5. Knowing your perfect customer/associate and exactly how you treat them
- a. Marketing partners...influencers; knowing the story...Your "2 Minute U"
Figure the channel that works best for you! And run it over and over and over...
 - b. Lead with the associate and if not, be a customer. Customer is the default.
 - c. If No's, keep them in your **FB Community**.
Keep them in the know, keep them educated, keep them knowing the Social Impact of this Company; they may not buy today...but there is always tomorrow.
 - d. If want more info, put them on a newsletter.
Mail Chimp, Constant Contact, Mobil app. Use technology to keep them around forever.
 - e. Be consistently persistent.... Use technology to keep them around forever (auto connect)
6. If come in as an Associate, then HAVE A PLAN TO WIN!
- a. Wear the shirts of M5M or Mannatech orMannatechtools.com
Always promote your brand!
 - b. You can never say the right thing to the wrong person
You can never say the wrong thing to the right person..
"I work with a NASDAQ publicly traded, a 1/4 century company, which supports this amazing cause M5M Stands for Mission 5 Million: they are committed to end global malnutrition in 5 million kids lives"
 - c. Know your perfect Associate
 - d. Always get them started on auto order. ..or you are chasing.
 - e. The minute they come to a natl event or corp office, the business is in them
Everyone you start must have that first 90-day story. If you did not set them up for success, you just scheduled their failure!
8. SUCCESS DRIVERS
- a. Read the chapter on Masterminds in "Think and Grow Rich"
Get in **3 MM teams**
 1. Virtual Team: Me plus 4, Meets 1X a month, 1 hour (people in your phone)

"I'm in the process of launching a virtual think tank and I would love you to be a part of it. I have utmost respect for you and I truly think you will get a lot out of it. Are you in or out? We could work together 1x a month. I need to know if you are in or not." Meet monthly. Ask 3 questions:

"What are your top 3 goals for the month?"

"What is your top challenge in your business?"

"What help do you need from the group to achieve those goals?"

If you want to go fast go by yourself, if you want to go far, go with a team.

The smarter the people you surround yourself with the better you will be!

2 mins of what you did; 10 mins on any issues...; 4-5 minutes of feedback

Take Zoom recording and send to the entire group.

2. A group you help and... (could be with your downline) 1X/month

3. A group that **challenges you**; invest in great relationships; Never more than 1 hour a month.

b. M5M: every time you tell the Mannatech story, talk M5M especially for Millennials

c. Get credit for your Business

Start with Fed Exp; set up a business credit...ship 1 ltr/mo, 6 months...

Every time you send something under your business name with Fed Ex creates a **"trade line"**

After 3 months, go to Quill and spend \$51 per month (builds trade line reference)

6 months in go to Dell, order 1 computer, finance over 3-5 years...

Get credit card.

d. Tax advantages of Home Based Business... Understand this: share the benefits, you do not have to be an expert to attract others.

e. Invite people to become part of something great!

Educate them first why health is important/business...without discussing "assoc" or "customer"

Education comes after they opt in...the system does the work for you!

Duplication is the secret for the success in this business!

f. Set the appt. once educated: youcanbook.me: it is free and send people there.

Have mad respect for your time! **"My time is priceless"** People book time with you.

g. Be open to ask for the sale: Why do 90% of the people buy? Because someone asked them to!! *"you need this product for a year...which credit card would you like to use today?"*

"When would be a great time to invest in your health and wellness? Now! Which credit card would you like to use today?"

h. Close... You have to know the outcome that someone gets from your services.

When you know in your heart you can serve someone, that is what sells.

"Learn to create massive value in the marketplace expecting nothing in return!"

i. Focus on those who see it. OWN the conversation! No Doubt...Know the outcome!

"If you do not set them up for success you have already scheduled their failure"

j. Spend 10 minutes per day of Jim Rohn

k. Job: That linear plan you have works so well for you?!?!

Bill's language: *"If you can get your teams to realize that success is still reliant on customers who love the products and buy it each month..."* *"Leadership elevation"*

through those who effectively bring on blocks of customers that love your products and services. If they never do the business that is okay...they become a great referral source."

l. Focus on what you do have...NOT on what you don't have

m. **"How you start the day is how you make your day"**

Gratitude Power!!! Feed your mind with great stuff. TMI...start your day being thankful.

You must have "Daily to do's" to make your mark

9. **KPI: Key Performance Indicators:** Fear of loss is greater than fear of gain. Must have a CRM (Customer Relationship Management tool)! Have to keep score...either you or hire.

a. Single page dashboard...every company has!

Focus on the numbers to the left...How many customers do you need to get to reach \$100,000 per year?

Motivation doesn't work! Motivate an idiot and you have motivated idiots.

Must have KPI's...team forecasting.

1) How many associates:

at what level under me

at what leadership level

(Powerteam CRM.com and you can play with it for a month...if it works great.)

Average auto ship (Company stat):

\$183 ave purchase of Assoc

\$175 ave purchase of Customer

b. If want to create 8 customers, 80 people to talk to (if close 1 out of 10)

Be selective in who you work with. Break down to the mundane...

How many customers in my pay line...Customers are good for business

Year 1: Example

Serve: Draw out each Quarter...Q1, Q2, Q3, Q4

(Al and Kevin stepped in: Each Associate needs: \$500-\$1000 Customer Unit

12 Associates create \$500-1000; 40 Customers to get to Executive; 8 Executives to

qualify as Presidential Director...At least 4 separate Legs "maxes out" the comp plan)

Success is still reliant on Customers who buy the product

Customers become raving fans then maybe business partners.

c. **KNOW YOUR NUMBERS!!**

<https://drive.google.com/file/d/1h4o71dhVKVLLnoH9QAC15PFJvU21u3x/view?usp=sharing>

Each wk: Need 2 Customers every week, 1 Associate

Per day: Know the actions required!

"Recruiting is a byproduct of serving great customers."

d. Whoever gets the most exposures WINS...they WIN all the time...

How big is your data reach? Secret is to get out to new stages... new channels...

Have a preset text that goes out to top 50 on phone each week...

Pack your arsenal with everything you can think of...*"See the people, tell the story"*

e. Know where you are going. KEEP SCORE!

P = Pique interest

P = Present

C = Close

MP = Marketing Partner (Assoc)

3 Columns...anything outside of my current Mtech Business that brings in revenue

middle column (call it low hanging fruit)

1st column is HABITS

Unconsciously competent in creating in column 3

f. Become 100% focused on Mtech business!

Linear success kills exponential growth

Our daily habits have to connect with our Big Goals!!! Or you are going to burnout!

Values must line up with your Actions!

"If the horse is dead, dismount!" Find new people!

g. Behavior never lies!

How you do anything is how you do everything.

Learn to see and hear with your eyes!

See last page in the booklet: WINNING IN LIFE SLIDE

MY STORY IS TOO BIG TO PLAY SMALL!!!

<u>weekly</u>	<u>minimum</u>	<u>maximum (X3)</u>	<u>outrageous (X10)</u>
P Pique	100	300	1000
P Present	20	60	200
C Close	2	6	20
MP Associate	1	3	10

("marketing partner")

Play in the realm of outrageous but settle for the maximum!

Do 5 Zooms a week

60% of people open email due to subject line

How do we get those marketing partners?

We live in the minimum and thus destroy our new partners.

Get 2 new customers a week

Get 1 new Associate.

Now goes through the week!!

THE ONLY WAY TO GET TO THE OUTRAGEOUS IS TO OWN THE MUNDANE!

Don't shoot for the minimum!!

Change the dynamics...

SEE THE PEOPLE AND TELL THE STORY!!

Disconnect with the outcome! Surround with players!!

10. Influencer MASTERY: Conversations: become a servant, a master, a JV Expert!

a. "What is the best way to connect with you?"

"How would you like to get paid some commissions just for promoting a product?"

b. Everyone loves to receive **endorsement revenue**!! THIS IS THE LANGUAGE.

If ask if there is a website? Is there a commission system?

Ask "What is the best way to connect and get started?"

c. Have zero fear with approaching the most wildly successful people...

Definitely, get them some product to use.

d. "We are in 24 countries, and support ending global malnutrition in children around the world!"

e. Make them an associate... so they get \$\$\$\$

"Get the product for FREE...just get us 5 customers. Once you get 5-10 you get Free products, but with your connections, surely you will soon be making lots of money. "

11. 10 before 10...do this daily for 30 days and it will change your life!

a. Busy means broke!

DMO 10 most important things you have to accomplish before 10 every day for 21 days

You are never "busy" You are "Productive"

"I am productive!" Elevate things that generate \$\$ per day!

Be on track versus off track!

b. 60% of people open emails due to Subject Line

c. Get 1 good partner a week (have conversations with them when they come in).

If breaking 8 Exec in next 6 months, then draw a map on wall and have it all lined out.

Get 2 good customers a week

FB Live and get 600 in 1 week...

"See the people and tell the story!"

KEEPING SCORE is Critical

d. Inspect what you expect. Create a WAR ROOM at home!

Have to become a great student to become a great leader!

Build a group... UNSTOPPABLE

Go to bed every day knowing "You have to share the plan, share the story!"

e. Failure to plan is a plan to fail!

Your thoughts become

Franklin Covey Program...Visions placed living Plan...CRM

Own your tasks...Own your results

"You either schedule your success or plan your failure."