

Bill Walsh Rainmaker Summit

Part 1 of 3 (Friday Night)

May 3, 2021

- Next TNL: May 11th at 7:30 Pm CT www.allaboutmannatech.com
- This week's "Product Focus:" Eye Support
- Are you on your way to Hawaii with us??? Tracking report is now in SuccessTracker
- Save the Date: Mannatech Event... June 26th
- Have you checked out your new landing pages.... To Invite Guests To Learn More About The Core Four Product Bundle And Opportunity
- The Updated 4 Core brochures are ready to ship.... <https://www.mannatrain.net/order-materials.html>

Corporate

1. Long-term income stream (language different from Residual Income)
 - a. Business in a box...we have that
 - b. Mobile funnel...we have that
 - c. Success is a process not a destination!
 - d. We have sold more than \$5 billion in sales for lifetime of company
2. We are a subject matter expert
Wellness, Microentrepreneur, Business, My Story, Method of changing the World
3. Ray Robbins: History can be a detriment
We get in a rut, doing the same thing over and over...
Call to action: Create 1 new presidential before 2022
4. Sona van der Hoop
Mindset: Who What How and Results will be had...
Most people think the content will change peoples' lives.
What the content is isn't what makes it.
CONTENT: World class coach in Bill Walsh...tons of techniques
But all of this is useless unless ...our BEINGNESS!
Accept nothing but the best version of you...Music we can create together....
Tell yourself: "I am the decisive element."

Bill Walsh

1. Leadership
Systems
Accountability
 - a. Don't let other peoples' perceptions create your reality...or
Busyville to Brokeville to Burnoutville; Not about motivation; with more motivation get
Motivated idiots
 - b. What One thing do you want?
 - 1) System to build my business

- 2) Understanding Social Media
 - 3) Technology
 - 4) **Attracting** quality partners
Be so good at what you do that THE RIGHT people are attracted to you
 - 5) INPSIRE
 - 6) Make even more money
 - 7) Elevate your team's income and you make more money
 - 8) Getting customers to refer others...
 - 9) Share the business properly/
 - 10) Attract professionals
 - 11) Have even more FUN
 - 12) Duplication
 - 13) Automation
- c) Holds me back
- 1) Confusion
 - 2) Strategies
 - 3) Time management
 - 4) Lack of complete commitment and clarity YOU ARE THE EXAMPLE!
 - 5) Belief systems
 - 6) Lack of seeing our blind spots
 - 7) Apathy

YOU HOLD YOURSELF BACK

2. Run a 6-lane highway and get in the flow
 - a. Communication is one of the driving forces for more success
The quality of your life is directly in proportion to the quality of communication
(including with yourself)
What will drive the GAP closer...this weekend
 - b. Approach your Business as if you are on the Board...
Own that right
 - c. **INSPIRE** people to WIN...not motivate
People who are inspired can't wait to wake up!!

3. Build a great Plan
 - a. Success Track: "Good News bring it down...Bad News keep it up"
Never repeat bad news.
 - b. SYSTEMS WIN; PEOPLE FAIL
How to's are all systems: "You want a Confident Competent surgeon"
MUST keep score!
 - c. Plan, Systems and Accountability
 - d. It's the time you didn't spend with the right people!...
this is what kills you
 - e. 6am - 10 am are best time to work your business
 - f. Execution: KPI's we utilize everyday
 - g. Know Your WHY

4. Broke sucks!
 - a. Every winner has been through challenges.
 - b. The same way you think about success is the same way you think about breathing.
 - c. Make sure new people read "**Think and Grow Rich**" Build their belief
Jim Rohn...read all of that! Recommit today! Just 10 minutes per day
Prepare people for the negativity that is going to come!
Your fortitude is so strong, but your job as you lead the field.
Your new language: "**I lead the national expansion for this incredible company..**"

5. Mindset of the CHAMPION
 - a. EVERYTHING shows up in the mind 1st including all the money
 - b. Inner game of winning: Only One Wild card in the System - YOU
 - c. Success without a doubt leaves a lot of clues.
Mindset of Presidentials...Spend time with Presidentials!
 - d. "Being frugal is cool!"
 - e. Using technology to work for you!
 - f. Create value and ask for nothing in return

6. GO RECRUIT THE SMARTEST MOST SUCCESSFUL PEOPLE YOU KNOW...
 - a. Still active; **Every month** you should have the FAB 10 (your list of top 10 you want in your business)!
 - b. If they say no, you're not worse off. If you don't do it, then always NO!
 - c. The more successful they are the more approachable they are.
Expert positioning...

7. 8 Month Plan: Presidential by December 31, 2021 (for the Executives in Room)
 - a. Monthly, weekly, Daily...establish mandatory actions
 - b. Most stories of "Overnight Success" are truly stories of 10 years in the making!
 - c. KPI to Win Big!
 - d. When things go wrong, don't go wrong with it!
 - e. Everything we do is called a work in progress!
 - f. We are Ordinary people doing Extraordinary things!! Many have reasons to quit but they didn't...why? They were inspired.
Get your team INSPIRED! Once this business is in you, you are unstoppable!
Get the M5M inside them. Come to corporate, etc.
 - g. Visualize your business:
 - 8 months to _____
 - GPV at Dec 31, 2021: _____
 - 2 years...some level of Presidential
 - 3 years...retired...?

Must see it in your head before it ever shows up in reality!
Internal language drives ALL external results!
 - h. You Must Know Mannatech's Vision and Mission Statements...
Mannatech's Vision Statement...

To help people live happier, healthier, enriched lives by developing scientifically sound, innovative wellness solutions and fostering a culture where the entrepreneurial spirit thrives.

Mannatech's Mission Statement...

Empowering everyone to live their very best life

8. The quality of your language will dictate the quality of your life!
 - a. Top 3 goals for next 30 days:
 - 1) _____ GPV
 - 2) _____ Win Hawaii
 - 3) _____ new Strong leaders
 - b. ART TO GOAL SETTING: Stay away from negative avoidance in Goals
Nothing more than mile markers to keep you in the Vision
Every goal has to move you to a better position.
Not lose weight but eat healthier
 - c. "I AM" **Statement of Identity**
No longer statement of wants...
add "even more " or "even better"
Use empowering language... Communicate to people with empowerment.
"Share with you to be even healthier" not "lose weight"
"I am going to sign up 5 new people in the next 2 weeks"
Don't allow negative energy to rent space in your head.
 - d. If it doesn't line up with your purpose and vision because anything else is a waste of time!
 - e. Does the day own you or you own the day? Only quality time with Quality people.

HOMEWORK: top 10 Goals for 30 days
top 10 Goals for 90 days

Do this every 30 days