

"Rhinos Success" Scott Alexander
Monday Call, June 11, 2012

- Tuesday Night Live - Presidential Jeff Allen at 7:30 PM CDT at Mannatech Corp Offices or www.mannatechlive.com

1. Rhinos: intense, passionate and focused
 - a. They see where they want to go and start charging, knocking down anything that gets in their way
 - b. Rhinos get things done.
 - c. "Success is not easy. It is a truly difficult animal to capture requiring lots of work, quick thinking, desire and persistence on the part of the hunter." This book is a survival guide for your expedition, a rhinoceros manual for your greatest hunt.

2. Secret to success: becoming a rhinoceros!
 - a. 1st order of the day: Charge
At what? Hopefully you have some goals.
 - b. Option: you can choose to be a lazy cow.
Why would you want that? doing nothing, seeing nothing, accomplishing nothing?
 - c. Get Mad. Charge massively and you will have massive action.
Put everything you have got into everything that you do. NO timidity.
 - d. Rhinos have "two inch thick skin" and you need to have that too!
Handle adversity...for it will arise.
The key to success: be a rhinoceros!
 - e. Single focus is critical...the magnifying glass principle...you never know when the spark will light the fire.
 - f. Be alert for opportunities...if in the jungle you must always be alert (that is why cows can't survive in the jungle)
 - g. What causes cows to be lazy and rhinos to charge? Belief! Cows don't believe they can achieve.
Enthusiasm is what drives you...causes you to jump out of bed.
If your enthusiasm wears down, you will know your belief has waned.
Keep believing in yourself...no one else will do this but you.

3. Rhinoceros Training: you were not born one but want to be one.
 - a. Your attitude is #1

You are a bundle of energy...don't use it on mediocre goals. Spend you time on very worthwhile events/activities (HLA).

Go after a Rhinoceros Goal...one worthy of you.

b. Declare yourself a rhinoceros. Draft two 3x5 cards

Read them 1st thing in the morning and before you go to bed at night for 21 days straight.

b. Take action on your goals.

c. Put pictures of rhinos around your office...constantly reminding yourself that you ARE A POWERFUL CHARGING RHINOCEROS!

d. Maintaining your rhino spirit

1) Don't watch TV

2) Read books and mags that are positive!

We become the product of 3 things:

1) people we associate with

"Associate with sleeping cows, sloths, or jackasses and you will become complacent and unsuccessful."

2) books we read

Ask "will the info in the book help me reach my goals?" If not don't read it.

3) media we watch/listen to.

Use "OAE" (other animal experiences)

Follow Jim Rohn: "Don't let your learning lead to knowledge.

Let your learning lead to action."

e. Plan...don't just dream, but plan your dream then work your plan.

Work with singleness of purpose. Rhinos thrive on goals!

Short term: in next week/month; Intermediate: 2-5 years; Long

term: for life

f. You have to give to get. Life is like a river...stop giving and stop living. You will get 10X what you give.

g. You are selling yourself...so take care of yourself. Honor your body by eating right and exercising. Be healthy. Rest when needed then CHARGE!

h. Discipline yourself, Cows are undisciplined,,, they produce nothing. Discipline is good...it is what makes rhinos,

Cows have bad habits, lazy, no goals. Yes you can choose to be a cow...devoid of motion, energy and eventually life.

Entropy: there is a tendency from the highly organized downward to the less organized.

Inertia is the tendency of all objects, including animals, to stay still unless acted upon by some outside force.

Discipline yourself relentlessly. "You are the president of "You, Inc."
Make it the best!
Now you are a rhino! Whenever you get in tough situation, think "I
am a Rhino!"

4. How to be the happiest Rhinoceros?

a. Rhinos are happy traveling to new jungles, and meeting other wild
animals. Happy when they charge their goals.

Cows are happy watching TV, surfing the internet, chewing their cud.

b. Someone has to take the jobs...cows are everywhere.

c. Choose happiness. "Love yourself, love your Maker and you will
be very very happy."

d. Never lose your sense of humor.

e. Believe Romans 8:28

Believe: if you can believe, all things are possible.

f. Read the Bible.

5. Be Audacious

a. "Go for It" should be your motto.

b. Be bold and never let go. Every great goal requires some audacity.

c. Have no excuses.

d. Use your time wisely. Rhinos appreciate their minutes. Minutes
make hours and hours make days.

e. Be a kid again.

f. Get excited.

6. Other Attributes:

a. Develop Rhinoceros persistence.

Never give up. Tenacity is in every cell of your body.

b. Go rhino and have success in 6 major areas of your life:

1) Financial

2) Work

If you dread each day, get out! Run as fast as you can. Don't
be like the living dead.

3) Family...like a garden needs constant watering.

4) Physical ...be in shape!

5) Social..."He that walketh with wise men shall be wise."

Proverbs 13:20

6) Spiritual...have a rhinoceros faith in God.

c. Rhino games

- 1) When others are glum, zombies, etc, make their day by smiling.
 - 2) Tip for fun.
 - 3) Carry \$100 always...just carry it; money is power.
 - 4) Have a new experience.
 - 5) Wherever you are, find the other rhinos.
- d. Attack problems properly...everyone has problems
- 1) Little problems don't faze you. No drama...they will always go away.
 - 2) Big problems...you appreciate because they are a sign of progress. Beware of not having problems. Rhinos are always progressing. Charge your problems like you charge life.
 - 3) Have a rhinoceros faith in God. For there are many issues which arise over which "we" have no control.

CHOOSE TO BE A RHINO TODAY!



You are three tons of snorting rhinoceros
charging full speed at opportunity,
mowing down all obstacles in your way.

*I am a rhinoceros!
I have a damn-the-torpedoes spirit!
I am full of energy and I can't wait to get up
in the morning to start charging!*

*I am a successful Social Entrepreneur
achieving Presidential status
on or before December 2013*