

Richard Brooke Mannafest Training

Monday, April 15, 2019

- Today is Tax Day, make sure you file your taxes
- Mannafest 2020 **Register now on www.mannafest.com**
- PLAN NOW: Be in Costa Rica...How? Start today
- Next TNL – Tuesday, April 23rd at 7:30 PM CT at Mannatech Corp offices and www.allaboutmannatech.com. Dr Nugent will be speaking.
- Are you in the Achievers Club?
<https://mannatech2.s3.amazonaws.com/mtlibrary/107262904840689.pdf>
- Mannafest 2019 replays - <https://livestream.com/mannatechnow/mannafest2019>
- Are you using the new features in Mannatech+, if you missed the training they are on North America Facebook Group

1. Mindset of Recruiting

a. Peter Edchicary story

b. **Not what you want it to be, but is it really?**

Look at your strong tendencies, your actions, and your results.

Therein lies the truth of your lies.

c. **Take 15 Minutes by yourself to answer these questions:**

1) How many prospects have you invited to look at your opportunity in the last 30 days?

2) How many full presentations have you done for your personal prospects?

3) How many have you enrolled that declared they wanted to build a team?

4) When you think about inviting someone to look at the opportunity what story holds you back?

5) When you think about showing confidence, conviction, and a compelling presentation what story makes you weak?

6) What story leads you to procrastinate?

7) What story leads you to worry?

d. **Let's Make a Decision:**

One is insane, Two are legitimate , Three: are only 3 options

Here they are:

1) SUFFER

Keep declaring one thing and doing another

Keep "trying"

Keep doing the same thing over and over "expecting" different results

Don't kid yourself...trying is suffering.

2) QUIT:

Stop the suffering

Stop negativity influencing your team and Mannatech in general.

Stop being out of integrity.

Are you ready to Quit?

It is a legitimate option and there is no shame in it.

It frees you up to do something you are actually ready and willing to do.

3) Be a Leader & Do the Work

The work is passionately marketing and inviting.
Leaders do what they say they are going to do.
Leaders create and practice an inspirational Vision.
Leaders do it anyway.

e. MANNATECH...

is fun
is family
is adventure
is personal growth
has survived success
is a proven legacy opportunity
has survived multiple difficulties
is 1 out of 10,000 wannabe companies
is #81 out of top 100 Direct Sales Opportunities
has 90 exclusive patents on its life-changing products.

f. Are These Things True for YOU?

- 1) I love these products
- 2) I love this company
- 3) I love this family
- 4) I love this opportunity for Legacy Income

2. FOCUS

Focus on the Process
Focus on the SDA (Single Daily Action)
Focus on the Being

3. Build A Vision of Empowerment, Action and Integrity

a. Take 30 minutes to write a New vision of you and your Mannatech opportunity

b. Vision Example

"I love this company and these products have worked wonders in my life. I am walking asking and listening ambassador for the wonder these products can be for others. I am a confident, convicted, and competent Networker. I connect with new people every day in every way. I know my network makes my net worth. I am curious about others. I listen intently to their story asking for more detail, more color, and more of their humanity. I AM PATIENT AND CANDID I look to serve everyone for i know the more detail, more color and more of their humanity. I am patient and candid. I look to serve everyone for I know the more I serve the more life will return to me tenfold. When the time is right I invite people to take a look. I show them the whole menu ...the products, the community and the financial opportunity. I am equally as confident and competent at speaking to the products as I am the income. I honor peoples' right to decide for themselves and I know things will change for them so I follow up, follow up, follow up. I do this every day in every way.

I love who I am: courageous, clear and confident. I am positive, enthusiastic, healthy, happy and creative. People find me to be fascinating because of how authentically fascinated I am with them. I am a leader, a listener, and a learner. Success looks so good on me and my family!

3. How do you craft your invitation such that they are compelled to say yes?

a) The Invite

the smallest, quickest and least risky thing you will do to lead to success.

b) An Invite is defined as:

You ask them to "**Just take a Look**" at the whole menu and they must answer Yes, No or Maybe.

c) The Whole Menu is defined as:

The Products and the potential income stream.

Appetizers: samples

Entrees: core products

Desserts: potential income stream

4. People We are Going to Meet

5. 8 Steps to Become an Authentic Networker

Step 1: Connect

Step 2: Be Curious

Step 3: Be Candid

Step 4: Be Present

Step 5: Be of Service

Step 6: Be Patient

Step 7: Invite them to just Take a Look

Step 8: Honor the NO

6. People We Already Know

a. Be Candid

b. Get to the Point

c. Be Authentic

7. Put Yourself in the Right State of Mind

What if they had an opportunity for you?

How would you want them to approach you?

Would you want them to approach you?

What if Mannatech is EXACTLY what they need and want in their life right now?

What if they are going to need to hear about it 7 times before they say Yes?

When would be the best time for them to hear it the 1st time?

What if they knew and felt about Mannatech the same way you do?

What if someone else in the other 1000 MLM companies invite them today?

8. Think About:

a. Their job

- b. Where they live
- c. Their family
- d. Their Passions

9. Always give them the Grace to save Face

a. Example: "Mary?" (response "Yes?")

"This may not be a good time for you and I want you to know that **not now** ...or ever is a perfectly appropriate answer.

Can I tell you what has happened for me?"

b. **You can ask:**

Are you interested in more energy, better sleep and a lifetime of wellness?

OR

I found a great way to create a second income. It is going to take a few years to create, but then I could qualify to continue to earn it for life. Can I tell you my story?

10. Invitation in Action

a. Right NOW...Take 30 minutes

Invite 5 people

(by whatever means: phone, FB, Marco Polo, What's App, Skydial...)

Attach the Green Yellow Red Light exercise (front and back)

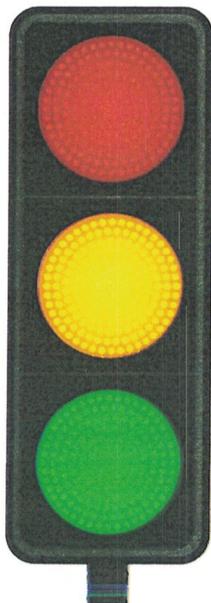
Quiz



1 = Never 2 = Often 3 = Usually

1. Are you **weak**? 1 2 3
2. Are you **trying**? 1 2 3
3. Are you **hiding**? 1 2 3
4. Are you **worried**? 1 2 3
5. Are you **nervous**? 1 2 3
6. Are you **struggling**? 1 2 3
7. Are you **waiting for ___**? 1 2 3
8. Are you **procrastinating**? 1 2 3
9. Are you **rationalizing avoiding**? 1 2 3
10. Are you **fearful about what people think**? 1 2 3

Total Your Scores _____



RED LIGHT VISION: 23 – 30

YELLOW LIGHT VISION: 16 – 23

GREEN LIGHT VISION: 10 – 16

