

**Building Your Mannatech Business**  
**the South African Way**  
**MAY 6, 2013**

- TNL – Al Bala and Merri-jo Hillaker – 7:30 Pm CDT at Mannatech Corporate offices or [www.mannatechlive.com](http://www.mannatechlive.com)
- Thursday night XFM Support Call at 8 Pm CDT 800-768-2983 access code 471- 7417#
- Last Week of BP... Make your calls

**THREE POINT PLAN**

*Louie and Leonne Van de Linde*

They have an intriguing way to build their business, and shared this with all at Mannafest. This is just an overview as well as some "tweaks" pertaining to our Member Program.

See [www.threepointplan.com](http://www.threepointplan.com)

**#1: GROUP STRUCTURE**

1. Build 2 legs first and get each to at least 4000PV with 2 active RD's in each

A. Leg 1 is **YOUR POWER LEG**

Means: You place (stacking one underneath the next straight down) all your Associate sign ups into that one leg IF you get help (3 way, meeting, help with internet, etc.) from your upline sponsor or his/her upline leader. This rule applies to everyone else in this leg as well, so as you help others in this leg they place their sign ups in Leg 1.

B. Leg 2 starts when you are ready to do your own sign ups. This could start with relatives, but you need real business builders here as well. Your top person starts **THEIR POWER LEG (which then becomes the Power Leg for each person underneath them straight down just like your Power Leg.)**

C. Where do you place your additional business associates? You build in Your Power Leg or in your Second Leg Power leg...always straight down, meeting the volume requirements outlined herein.

D. Member Leg: You set up your Member account and teach others to do the same immediately after they register as a

Champion. Place ALL of your Members directly under your Member account (forming new Member accounts only after you max out the \$250 monthly free products).

(NOTE: you now have in effect 3 legs going...two Associate legs and one Consumer leg. With JUST POWER LEG and your Consumer Leg you should reach **Regional Director** in No time, and by growing your customers to 20 at the same time as the Power Leg is growing, **National Director** can clearly be reached in short time.

2. Build each of first two Associate Legs to 14,000 GPV each
  - A. This gives each of your business leaders in each of the legs one **POWER LEG** from which they can get to ND (if not already there, and have a Qual Leg with the 14,000 for ED.)
  - B. Each Leg must have at least 2 active ND's
  - C. If your Member Leg is not growing, add a Third Associate Leg and grow to \$6000 GPV. This creates one more **POWER LEG** for the top person in that leg (and every other associate directly down in that leg)
  
3. Complete building at least 40,000 GPV into each of the first two legs
  - A. This provides every Associate in the direct line with the ability to make it to Presidential. (with 40,000 coming from the Power Leg)
  - B. Main focus on your Power Leg but make sure there is balance.
  
4. Complete in each of your first two legs building 2 Silver Presidentials before you leave to put full attention on next two legs
  - A. So, you continue to work with the Leaders in the first two legs, adding your new sign ups in these legs, as well as giving them all the attention they may need to grow their business, but more importantly to grow themselves (see Step 2 in Plan)
  - B. This depth will never allow you to lose qualification so is imperative to your future.
  - C. Your pay is huge as Silver Presidential paying out a % of worldwide sales Pool.

5. Now focus on your already existing 3rd leg and start a 4th with the same approach, on your way to Platinum by building these two legs with 2 Silver Presidentials in each.

***Some of the Benefits of this Structure:***

1. Everyone is adding volume to help everyone
2. New people see immediate growth from the TEAM not just themselves...build confidence that this is REAL.
3. Build legs to insure you will never fall out of qualification
4. No stranding of volume in spurious legs which helps only the top person
5. Tremendous TEAM development across the board...everyone feels a part of this structure.

**#2. DEVELOP SELF TO BE A LEADER**

"Your size of your business will only be as big as yourself."

1. They have a list of items they get their leaders to agree
  - A. Read 2 books per month
  - B. Listen to CD's every day (at least 20-30 minutes)
  - C. Attend all events (weekly meetings, monthly trainings, and quarterly regionals) Lots of contacts with your people
  - D. Daily Dozen Sheet
  - E. Commit to Achiever Sheet
2. Must become an expert in leadership development.

They use Orrin Woodward's "Launching a Leadership Revolution" and bring people along on the 5 Levels of Influence

  - A. Learning is First Level
  - B. Performing is the Second Level
  - C. Leading is the Third Level
  - D. Developing Leaders
  - E. Developing Leaders who Develop Leaders

There are especially helpful for three reasons:

- 1) Helps each person gauge their own ability and understand how and where to improve
- 2) Helps a leader understand where people are in terms of ability and what to do to help them develop.
- 3) Assists a leader in evaluating the Leadership Level that exists in any portion of their organization.

3. They fill out the Monthly Counseling Sheet and are on a monthly call with Upline Leader

**#3. GROUP RELATIONSHIPS**

Every week do meetings

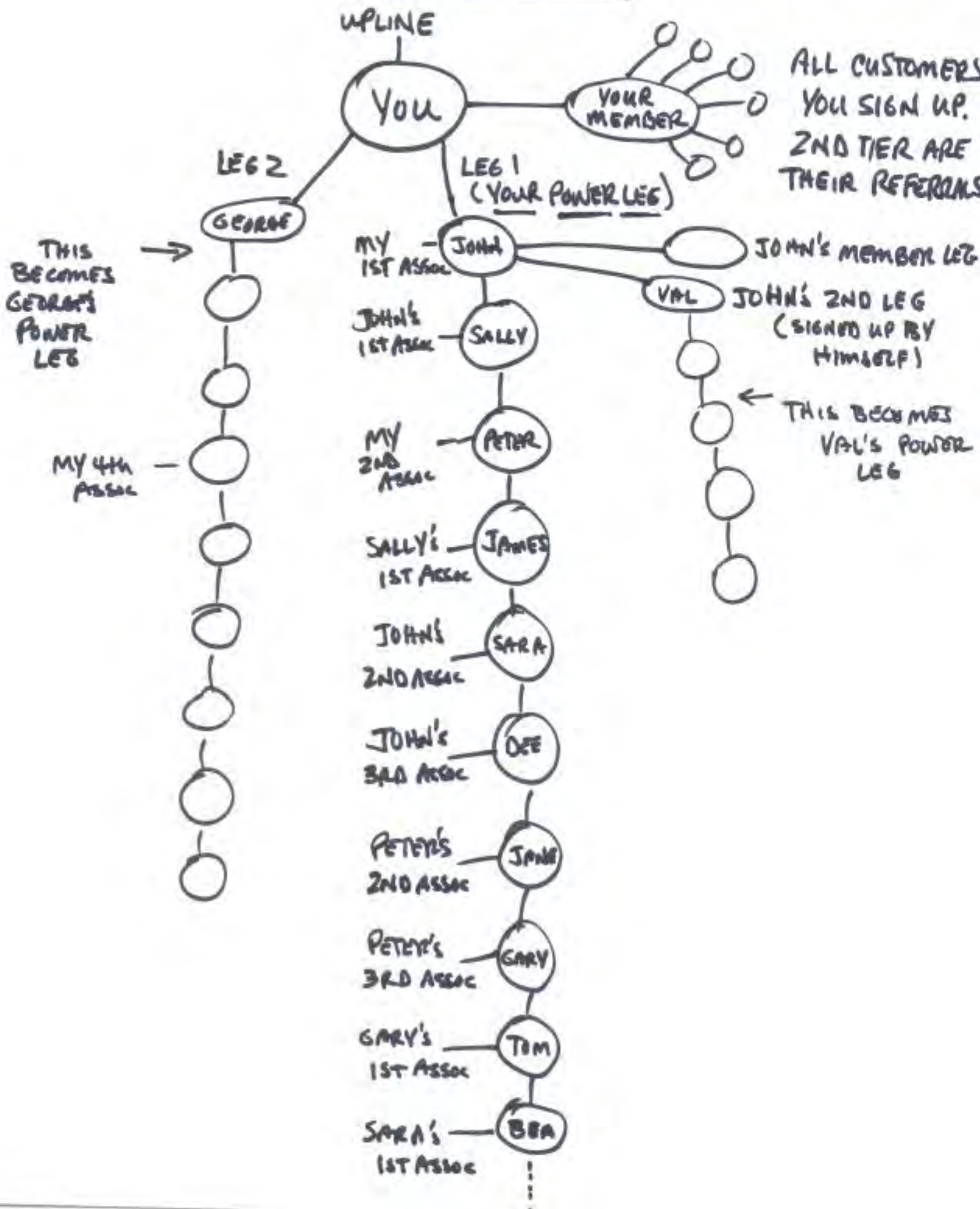
Every 14 days do a training, 1 hour on Basics

Every 3 months have a Regional

training on Leadership as well as basics

Lots of touches so no one loses connection.

# STRUCTURE





# Achievers counseling sheet

Name:	BP:
Upline ED:	Upline PD:

CDs: \_\_\_\_\_ Books: \_\_\_\_\_

Functions Attended This BP: \_\_\_\_\_

Showed The Plan This BP: Personal: \_\_\_\_\_ \* Group: \_\_\_\_\_

Registered Associates This BP: Personal: \_\_\_\_\_ \* Group: \_\_\_\_\_

Number of New Personal Product Users this BP: \_\_\_\_\_

Total PV for This BP: Personal AO: \_\_\_\_\_ \* Group: \_\_\_\_\_ Total: \_\_\_\_\_

\* Group Attendance At Functions This BP: P'Webinar: \_\_\_\_\_ Opp.Meetings: \_\_\_\_\_ Training: \_\_\_\_\_

\* Number Of New Contacts For The BP: \_\_\_\_\_

\* Number Of Legs Receiving Bonus Checks: \_\_\_\_\_

\* Number Of Legs On Book & CDs of the Month: \_\_\_\_\_

\* Number Of Legs Attending Regional Training + SR: \_\_\_\_\_

\* = Outside Of Any Qualified PD Legs

## Group Profile (include all legs over 100PV)

NAME	T.O.M.	Func-tions	Volume	Status A/dbIA/UA	SR Tickets

• The amount of people you have at the SUPER REGIONALS will determine the success of your business •

## Business Period Goals

Personal enrollment	* Group enrollment	Personal PV	* Group PV

## Dates for Pin Levels

Regional Director	National Director	Snr National Director	Executive Director	Snr Executive Director	Presidential Director

## Eagle Pin Level Date

Eagle	Double Eagle	Ultimate Eagle

## Achiever

You've started well!

### Activities

1. Show the BUSINESS PLAN 2-3 times per week
2. Share the PRODUCT 2-3 times per week
3. Personal circle of 100 PV
4. Serve 5-10 product users
5. LISTEN to CDs daily from recommended CD list
6. READ daily from book of the month program
7. SUBSCRIBE to Achievers Blog and Monday night Platinum teaching
8. ATTEND all business functions and seminars
9. COUNSEL monthly with active upline and counseling sheet
10. Build your business with INTEGRITY and ACCOUNTABILITY

### Structure

- 2 legs receiving GPV cheques
- 2 legs on T.O.M.
- 2 legs consistently attending all functions
- 1 leg 6 automatic orders deep
- 5 associates on T.O.M.
- 5 people attending all functions in the area

### Benefits

Special recognition at functions

## Double Achiever

You've started to identify yourself as a leader!

### Activities

1. Show the BUSINESS PLAN 2-3 times per week
2. Share the PRODUCT 2-3 times per week
3. Personal circle of 100 PV
4. Serve 5-10 product users
5. LISTEN to CDs daily from recommended CD list
6. READ daily from book of the month program
7. SUBSCRIBE to Achievers Blog and Monday night Platinum teaching
8. ATTEND all business functions and seminars
9. COUNSEL monthly with active upline and counseling sheet
10. Build your business with INTEGRITY and ACCOUNTABILITY

### Structure

- 2 legs receiving GPV cheques
- 2 legs on T.O.M.
- 2 legs consistently attending all functions
- 1 qualified Achiever leg
- 5 associates on T.O.M. outside the Achiever leg for a total of 10
- 10 people attending all functions in the area

### Benefits

Special recognition at functions

## Ultimate Achiever

You've achieved great success in building your own business!

### Activities

1. Show the BUSINESS PLAN 2-3 times per week
2. Share the PRODUCT 2-3 times per week
3. Personal circle of 100 PV
4. Serve 5-10 product users
5. LISTEN to CDs daily from recommended CD list
6. READ daily from book of the month program
7. SUBSCRIBE to Achievers Blog and Monday night Platinum teaching
8. ATTEND all business functions and seminars
9. COUNSEL monthly with active upline and counseling sheet
10. Build your business with INTEGRITY and ACCOUNTABILITY

### Structure

- 3 legs receiving GPV cheques
- 3 legs on T.O.M.
- 3 legs consistently attending all functions
- 1 qualified Double Achiever leg
- 10 associates on T.O.M. outside the Double Achiever leg for a total of 20
- 20 people attending all functions in the area

### Benefits

Special recognition at functions



# THE FIRST LEVEL OF INFLUENCE: LEARNING

## ART AND SCIENCE SUMMARY

### ART (Thinking)

Learning is a Top Priority  
Leaders Can Learn From  
Anybody  
Leaders Can Learn Best from  
Those Who Have Results

### SCIENCE (Action)

Leaders Learn:  
People  
Basics  
Goals and Objectives  
Processes  
Measurements of  
Performance  
Rewards  
Histories  
Successes  
Failures  
Environment  
Obstacles and Oppositions

## THE SECOND LEVEL OF INFLUENCE: PERFORMING ART AND SCIENCE SUMMARY

### ART (Thinking)

Results Come Through  
Personal Effort  
Champions Don't Start Out  
That Way  
There will be Many  
Opportunities to Feel  
Second Best  
Nothing Worthwhile Comes  
Easy  
Performers Don't Expect Fair  
Treatment  
There Will Always Be Critics  
There Will Always Be Strong  
Adversaries  
Breaks Will Come to Those  
Who Prepare  
Attitude Conquers  
Circumstances  
Desire Trumps Talent  
Performers Can Never Be  
Satisfied  
There is Power in Belief

### SCIENCE (Action)

Work as Part of an Overall  
Team  
Edify the Organization's  
Leadership  
Promote the Training System  
and Learning Environment  
Follow the Proven Methods  
Build on Their Basic  
Strengths  
Initiate Activity  
Push to Grow and Improve  
Become Relatable  
Become Believable and  
Demonstrate Conviction  
Maintain a Positive Attitude  
Give Their Best in Every  
Situation  
Focus on Priorities  
Get Results (Execute)  
Ignore Their Press Clippings

# THE THIRD LEVEL OF INFLUENCE: LEADING

## ART AND SCIENCE SUMMARY

### ART (Thinking)

Results Come Through Team Effort  
People Buy Into the Leader Before Anything Else  
The Importance of Finding and Developing Good People  
Dealing With Inadequate Resources is Common  
Leadership is the Limitation  
The Impact of Their Actions On the Organization  
Leadership is About Sacrifice  
A Leader's Job is Never Done

### SCIENCE (Action)

Model the Way  
Compel Individuals to Perform  
Coach Others  
Become Servants  
Operate as Field Commanders  
Orchestrate Activity  
Measure Results  
Solve Problems  
Communicate

# THE FOURTH LEVEL OF INFLUENCE: DEVELOPING LEADERS

## ART AND SCIENCE SUMMARY

### ART (Thinking)

Results Will Come Through  
the Efforts of Other Leaders  
The Power of Duplication  
Leaders Have Strengths in  
Various Areas  
The Vision must be Big  
Enough for Many Leaders  
Recognition is the most  
Valuable Motivator

### SCIENCE (Action)

Compel Other Leaders to get  
Team Results  
Become a Talent Scout  
Empower Other Leaders  
Learn to Mentor

**THE FIFTH LEVEL OF INFLUENCE:  
DEVELOPING LEADERS WHO  
DEVELOP LEADERS  
ART AND SCIENCE SUMMARY**

**ART (Thinking)**

Results Will Come Through  
the Endurance and  
Succession of the Vision  
The Vision and the Leader are  
Intertwined

**SCIENCE (Action)**

Attract the Highest Caliber  
Leaders to the Cause