

Team Huddle: Review of Saturday Call "The Outliers"

Monday Call: June 17, 2013

- Weekly Mission Live Stream Monday at 8 PM EST, 9 PM EST, 10 PM EST, 11 PM EST.
- TNL – Kevin Robins and Bo Short – 7:30 Pm CDT at Mannatech Corporate offices or www.mannatechlive.com
- Thursday night XFM Support Call at 8 Pm CDT 800-768-2983 access code 4717417#
- Mannaquest 2013.... Not too late to register... Seattle -June 21-23, Orlando – June 28-30, Chicago – July 12-14
- Dallas Champions Trainings 9:30 AM – 1:30 PM, Mannatech Corporate Offices
- Building Champions Call Saturday morning's at 11 AM EST– (800)768-2983 – Access Code – 4717417#
- Weekly Strategy Video - **Building Champions with Bo Short** - Every Monday Morning - <http://www.mannatechlive.com/building-champions-with-bo-short>
- Last Day to Register for “Trek to National Director and Beyond” and starts tonight at 8:30 PM CDT More Info:
<https://www.dropbox.com/s/5yax8ctej039viq/Trek%20to%20National%20and%20Beyond%20Registration.pdf>

1. Team Huddle: Concept of "Got your back"
 - a. Huddle is to determine group strategy
 - b. Breaking Huddle is "We are Set...We are One. Remember the Mannafest “AS ONE”
 - c. Don't miss these Saturday calls; listen on replay if you can't make it
 - d. Get entire Team to join in; I will post outlines weekly for TREK
2. "This will be the single most important things we will do in our live"
 - a. "We will transform the Social Entrepreneur industry because we will be the only true Social Entrepreneur company with the incredible leveraged based income model."
Why is this model so incredible? Because it works to multiply things on a very large scale.
 - b. Margaret Mead quote: "Never doubt that small a group of thoughtful committed citizens can change the world. Indeed, it is the only thing that has."
 - c. Many people do charity. Mannatech is not a charity. Know the difference. We could not take on malnutrition if we did not have the technology we have.
 - d. "We are on a journey of 100% authenticity." We will attract authentic people.
 - e. Language: We must know how to answer "What is it?"
We are freed up to ask people to HELP US.
"I am working with a Social Entrepreneur organization called M5M. Have you ever heard of them?"

"Have you ever heard of Tom's Shoes?" (answer this briefly, and what we are about (...saving 5 million children dying of malnutrition)... "What makes M5M really unique is that they are willing to pay people to help them. If you have interest in doing what I am doing, that's great. If not, I'll share with you a way we still can help these children."

3. Five Questions Bo Asks us to Answer (look inside yourself)

a. ***Would you have wanted to enroll you?***

If not what are you going to do differently?

"You have to begin this journey as if you have 1000 people on your TEAM."

b. ***What is your WHY?***

It clearly is not necessarily ending Global Malnutrition. Your personal mission is what moves you, motivates you, drives you.

Mannatech's function is to help you obtain a sustainable profitable business to reach your goal.

Don't just write it down, **get pictures** to reflect your time freedom, your financial security, etc.

c. ***Are you leading or are you managing?***

You don't manage people ...you lead them. People follow vision, integrity, character. Leadership provides leverage...raise the bar for people.

Re-engage your skills in leadership.

d. ***Are you in the process of being great or just satisfied with being good?***

Are you wanting greatness? This mission requires us to demand it. Good won't cut it.

"Call on something within to be great. Don't settle."

e. ***Are you growing and are you growing your people?***

"You're either green and growing or ripe and rotting ." We can't stay still. Keep moving forward...just keep taking steps, learn and move on.

Growth comes from

(1) Who are you associating with?

Pick the winners, pick people who are taking action and making things happen. Pick people who talk about where they are going, not what's holding them back. Focus on positive, not negative.

(2) What are you reading?

Bo gave us 7 books:

How to Win Friends and Influence People

Think and Grow Rich

Personality Plus

Developing the Leader Within You

Develop the Leaders Around You

Travelers Gift

20,000 days and Counting

4. The Outliers Book by Malcom Gladwell (same author for The Tipping Point)

a. What makes the difference? Why one thrives and one barely survives?

The author takes us through a number of scenarios:

Why one town in Penn. had greatest longevity?
What can we use to predict Hockey player talent?
Violinists...how to tell they will excel or not
Why Bill Gates and Steve Jobs were so successful? Is it just their smarts or is that not even it?
IQ is what it is all about?

Or is there quite another factor? Practical intelligence...

The Jewish lawyers who own the largest firms in New York...what were the factors?

Affirmative action in law schools...about to end it (since none brought in did anywhere near as well as those that got in by grades) but then researched how they did out in the real world and remarkable results...

So it was never about performance in law school...what drove them in the first place, and feeling so privileged to get the degree...

"Success arises out of the steady accumulation of advantages: when and where you are born, what your parents did for a living, and what the circumstances of your upbringing were all make a significant difference in how well you do in the world."

b. Part Two: The Legacy

Teaches about why crime rates are higher in one area than the other and what kind of crime.

Predictability is amazing from his analysis of where people originated.

"Query: whether the traditions and attitudes we inherit from our forbearers can play the same role?"

Airplane crashes:

Korean Air had almost gone under due to crash history until it acknowledged the importance of its cultural legacy.

Study on how well a culture tolerates ambiguity.

Math: takes hard work in problem solving so the countries whose culture is based on rising before dawn 362 days a year (working in rice paddies) do the best...Singapore, South Korea, China, Hong Kong and Japan.

KIPP programs in the Bronx has produced incredible results in education once again by taking the idea of cultural legacies seriously.

Bottom Line: *"People don't rise from nothing. We do owe something to parentage and patronage, The people who stand before kings may look like they did it all by themselves. But in fact they are invariably the beneficiaries of hidden advantages and extraordinary opportunities and cultural legacies that allow them to learn and work hard and make sense of the world in ways others cannot."*

WE IN MANNATECH TODAY ARE IN THAT PLACE...WE ARE PERFECTLY POSITIONED TO CHANGE THE WORLD AND BY DOING THAT, CHANGING THE LIVES WE ALL LEAD IN A DRAMATIC FASHION. CHOICE AND COMMITMENT IS WHAT WE NEED TO PUT FORTH FOR THE LEGACY, FOR AND THE PATH HAS BEEN LAID OUT FOR US THROUGH GLYCONUTRIENT AND REAL FOOD TECHNOLOGY, AND THE VISION OF SAM.

5. Steve Jobs..."We are the Crazy Ones!"

“Here's to the crazy ones, the misfits, the rebels, the troublemakers, the round pegs in the square holes... the ones who see things differently -- they're not fond of rules... You can quote them, disagree with them, glorify or vilify them, but the only thing you can't do is ignore them because they change things... they push the human race forward, and while some may see them as the crazy ones, we see genius, because the ones who are crazy enough to think that they can change the world, are the ones who do.”

Final Quotes by Bo Short:

"We're getting ready to change the world."

"We are going to DO THIS!"

"In doing this, changing this world, the men and women who are committed will change their lives!"

HERE'S TO THE
CRAZY ONES

the **MISFITS** *the* **REBELS**

THE TROUBLEMAKERS

The round pegs in the square holes
THE ONES WHO SEE THINGS
DIFFERENTLY

They're not fond of.....

RULES
AND THEY HAVE NO RESPECT FOR THE
STATUS QUO

~~~~~ YOU CAN ~~~~~  
QUOTE DISAGREE GLORIFY  
THEM WITH THEM OR THEM  
←—————→

ABOUT THE ONLY THING YOU CAN'T DO IS  
**IGNORE THEM**  
BECAUSE THEY CHANGE THINGS

THEY  
PUSH  
THE  
HUMAN  
RACE  
**FORWARD**  
AND WHILE **WE SEE**  
SOME MAY SEE **THEM AS THE**  
THEM AS THE **GENIUS**  
CRAZY ONES

*..... Because the people who are .....*  
**CRAZY ENOUGH**  
TO THINK THEY CAN CHANGE THE WORLD

**WHO DO**  
ARE THE ONES

STEVE JOBS

# **TREK to National Director and Beyond!!**

## **NEW Program to Support YOU**

Do you get it? In another **4 weeks**, Mannatech's Reward Program to incentivize us in helping to **END GLOBAL MALNUTRITION** in Children is changing!!!

Now, everyone we start will be able to make around **ONE THOUSAND DOLLARS** (\$1000.00) extra every month by just helping 60 people get started on these "life-changing **REAL FOOD** nutritional supplements.

Yes, this is a "NO BRAINER!"

And those of you already in Mannatech:

1. If not already National Director, this Program is for you! It is time to get there.
2. If already National Director or above, this Program is for you as well to set your goal as the next immediate leadership level, and get there by incentivizing others in your downline to reach National Director.

13 Week Program (so reach National Director by end of BP8 or BP9).

### **We will cover:**

- A. How to start a New Champion (since week 1 you will go through that process yourself)
- B. Discipline in Follow Up and Closing
- C. Contact Management System
- D. Absolute Need of Daily Action Plan/Tracker
- E. How to Structure your organization to
  - 1) earn 45% on all customers
  - 2) build quality Champion Legs by supporting the entire Team to grow "tap roots" aka Power Legs
- F. Best practices in language/scripts
- G. Simplify the recruiting process to 1-2-3
- H. Accountability

### **WHY?**

1. Help stop global malnutrition in children by saving 60+ children every month the rest of your life!!
2. Help your own health reach new levels with Real Food supplements, all made from plants, and the break through technology of glyconutrients called "The Missing Link in Human Nutrition"
3. Help serve 60 others to achieve greater health with the same Real Food nutrients
4. Earn an extra \$1,000.00 every month by just serving others!
5. Be a Leader: help those in your organization to join in and reach National Director so they too not only have the benefits of these life changing products, but also the financial benefits of residual income for the rest of their lives.

***Hmm, How Do I Get Started???***

# **Further Details:**

**Timing:**

Starts on June 17th; Ends on September 16th

**Registration:**

Begins today and ends on June 17th

**Cost:**

\$99 (Non Refundable)

**First Training**

June 17th at 8:30 PM CST (Replays available)

**Weekly Calls/Webinars:**

Monday Evenings at 8:30 PM CDT (Replays available)

**Registration includes access to the following:**

All support Calls

Website Access for all Replays

All Documents to include scripts, support Documents, etc... to support you in your Trek to National Director and BEYOND

Accountability to reach your goal

Weekly Motivation to Keep you on Track

Access to one 3-way call with Merri-jo and MORE...

**For More Information:**

Contact Lydia at [lydia\\_s@me.com](mailto:lydia_s@me.com) or (214)317-1888

## **Registration**

**Name:** \_\_\_\_\_

**E-Mail Address:** \_\_\_\_\_

**Phone Number:** \_\_\_\_\_

**Check:** \_\_\_\_\_

**AMEX:** \_\_\_\_\_

**Visa:** \_\_\_\_\_

**Mastercard:** \_\_\_\_\_

**Credit Card #** \_\_\_\_\_

**EXP Date:** \_\_\_\_\_

**Fax Registration to:** (972)692-0906

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