

7 Secrets to Success
7 Strategies Used to Overcome 5 Years of MLM Failure
August 17, 2020

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Article by Matt Morris

Intro:

1. The Key to winning: "You will never live life beyond your wildest expectations until you first have some wild expectations."
 - a. Think small create small. Think big create big.
The progressive realization of a worthwhile dream...definition of success but what comes first? The dream!
 - b. Some say you have to be born with desire and some are not. **WRONG!** Each one of us can choose what we truly desire...and then let nothing stop us!
Dreams create the desire!
"If you want to harness your passion, your drive, your discipline, and your determination, you must have a burning desire."
 - c. Small dreams are safe...yes that is exactly what holds you back!
Set fear aside and go make the difference in the world you were meant to create.
 - d. Dreams are achieved by believing no matter what they will happen! "Try" is an excuse not to...no belief in yourself with that terminology. To be extraordinary you have to dream extraordinary.
"At the end of the day it isn't about the material possessions or, even the wealth itself, it's about how you choose to use it in order to amplify the qualities of the type of person you want to become and the difference you make in the lives of others."
 - e. The minute I hear someone say they are going to "try" I know they will never do it. Have a bucket list and stop trying...start doing!
2. Become an expert.
 - a. To become the best in many fields doesn't take talent. Just choose it...become an expert!
 - b. Anyone can: Expert is someone at the top 1% knowledge compared to everyone else in the world.
You are only 5 books away! Shocks him how many in MLM are wanting it desperately but won't even read 5 books in their discipline. Devour information.
 - c. Learn for the sake of teaching it to others.

Ben Franklin quote: "If you empty your wallet into your mind, your mind will fill up your wallet." Experts are made not born!

d. Three categories of knowledge to master in order to become an expert:

- 1). Network marketing
- 2). Leadership
- 3). Communication skills

It's easy to do...but also easy not to do. Take notes as you read so you lose nothing

TODAY: Write out your list of FIVE books you are committed to reading on these three topics.

3. 7 Figure game plan

a. Failure to plan is plan to fail. You need a specific, detailed and actionable plan.

Do you have one to become a millionaire? Then don't worry you never will!

b. Plans may change...decisions don't!

c. Must have SMART goals, a compelling purpose to achieve them, develop a PLAN of Action, and focus on your goals daily.

Write down with each goal WHY you want to achieve it? What will it mean to you, your dream, your family.

d. To help you build your action plan, ask yourself questions about what activities it will take daily weekly monthly.

1. What exactly must I do on a monthly basis to achieve this goal?
2. What exactly must I do on a weekly basis to achieve this goal?
3. What exactly must I do on a daily basis to achieve this goal?
4. What must I learn to achieve this goal?
5. How must I do to discipline myself to execute on this goal?
6. Who do I need to motivate in order to achieve this goal?
7. How do I ensure I manage my time most effectively to achieve this goal?

4. Prerequisite of Massive success...Massive action!

a. Walt Disney "The way to get started is to quit talking and start doing!"

b. "If you fight with all your might, there is a chance of life; whereas death is certain if you stay in your corner." The Art of War, Sun Tzu

c. He quit his job...it is like "burning the ships".

d. SUCCESS=FINANCIAL VEHICLE x SKILL x ACTION

"Why do you think I am the best in the world? I never get tired of the basics."

Kobe Bryant; stay disciplined and committed to simply doing the basics.

e. Write down and ask yourself these questions:

- 1). Honestly, how committed am I to achieving my dreams and goals?
- 2). Sincerely, how hard am I willing to work to achieve my dreams and goals?
- 3). What will it feel like inside if I achieve my dreams and goals?

4). What will it feel like inside if I let things like laziness, apathy and fear cause my dreams and goals to die inside of me?

In the end you are going to be filled with one of two emotions:

- 1). Immense gratitude or
- 2). Painful regret

Regret haunts you, when 5-10 years from now, life is still the same, other people are making changes in this world and your dream is dead, people who doubted you were right, etc. So, choose to step up!

f. If you are honest with yourself, you KNOW you're capable of more.

5. Leadership Laws

"If you want to build a ship, don't drum up the men to gather wood, divide the work, and give orders. Instead, teach them to yearn for the vast and endless sea." Antoine de Saint-Exupery

a. John Maxwell "Everything rises and falls on leadership."

b. In network marketing it is all about leading...as the business grows by building leaders.

c. Everyone makes mistakes...learn from them and move on being better. So, do not shy away from your mistakes/failures as they are integral to your growth.

d. Leadership Laws

Must be implemented and followed one hundred percent of the time for sustained growth.

1) Have a dream larger than those you lead; able to stir their blood. Big dreamers instill in others the desire to dream big.

"There is no passion to be found in playing small - in settling for a life that is less than the one you are capable of living." Nelson Mandela

2) Always have a superior attitude

"Courage is going from failure to failure without losing enthusiasm." Winston Churchill

50% of success is attitude...the other 50%? Attitude! A leader must have an attitude superior to the one of the people you lead.

3). Commit to Integrity and Character

"Only a man's character is the real criterion of worth." Eleanor Roosevelt
Leaders who refuse to compromise their integrity inspire the kind of loyalty that will stay for decades. Authenticity, especially in our modern world, is sacred.

4) Make a commitment to continued personal growth.

"The person who got you where you are now is not the same person who will get you to where you want to go."

Stand in the space: be the best version of yourself.

5) The leader sets the bar...So set the bar high.

"The quality of a person's life is in direct proportion to their commitment to excellence, regardless of their chosen field or endeavor." Vince

Lombardi

Always remember, your team can see better than they can hear.

6). Your team will do more for recognition and relationships than they will do for money.

Reach out for holidays, stay in touch, do somethings special from time to time just because!

7). Persistence and determination.

"Press on. Nothing can take the place of persistence. Talent will not...genius will not and education alone will not; persistence and determination alone are omnipotent." Calvin Coolidge

Break out on a piece of paper all 7 Laws

Then write down on a scale of 1-10, how you rate yourself in each of the laws.

Then write down what you feel you need in order to move yourself closer to a 10 for each law. Only you know that answer. Then, "move your feet" with a gameplan.

6. Building Your Vision

"The only limitations in your life are the limiting beliefs in your mind." Matt Morris

You current vision is made from your beliefs you currently hold to be true about yourself. ...essentially how you genuinely see yourself. Influenced by how you see the world.

- a. If you cannot influence yourself, you will be unlikely to impact others.
- b. The law of commitment and consistency says that we will remain committed to remaining consistent with who we genuinely believe we are.

Classic stories about who you are that you have accepted as facts:

Shy
Self-conscious
Lack of self-confidence
Not a morning person
Afraid of public speaking
Not a good communicator
Not as smart as the others

All lies...all readily reversible. 1st step: understanding what forms those beliefs.

- 1). experiences
- 2). external programming
- 3). internal programming

c. Your Process to overcome

Step 1: Awareness...understanding the power of the subconscious

Step 2: Reprogramming...once discover then reprogram to a belief that empowers you instead of robbing you.

Step 3: Create your ultimate reality

Journal on the Ultimate Version of You:

What would you choose to be if anything is possible?

(leave nothing out)

Build affirmations/affirmations for yourself to reprogram. What is your biggest problem in your business? Not a good leader? Then create 10-20 I AM

statement(s): I am the leader that every other leader wants to follow. I touch, move, and inspire people, I motivate people to take action.

"Watch your thoughts for they become your words. Watch your words for they become your actions. Watch your actions, they become your habits. Watch your habits they become your character." Frank Outlaw

7. The Quintessential 7-Figure Trait

a. You are 100% responsible.

"There are two primary choices in life: to accept conditions as they exist, or accept the responsibility for changing them." Denis Waitley

b. There is no conspiracy against you. The government, your family, no other party, company or entity is responsible for your success. ***"Your success, or lack thereof, rests solely in your hands and your hands alone."***

c. He can assess a person's potential for success in five minutes. Asks one simple question: What is your biggest failure in life?

If they go off on describing how it was something else other than them, they are saying "I have no power or control over the state of my own life."

From that point you have literally little chance of success!

You have already taken yourself out of the position of being the primary mover in your life!

"When you play the blame game, you are telling the world "Let me be powerless."

Before I became successful, I put the blame for everything that did not work out on me!

Responsibility means ABLE TO RESPOND.

TIP: Play the hand you were dealt as if it's the exact hand you wanted.

d. "Take responsibility for the habits that have created your ruts and simply turn the wheel. Take 100% unwavering responsibility and not only will you reclaim your power, you will have gained the ability to control your destiny."

Final Thoughts:

"Making a million dollars was one of the easiest things I 've ever done. Believing it could happen to me was one of the hardest." Matt Morris

Your biggest challenge is simply realizing your power and stepping into it.

Being a leader is about commitment, choosing to be it and then building yourself everyday.

LET'S JUST DO IT!!