

Shift Your Fixed Mindset to a Growth Mindset

July 20, 2020

- Weekly Product and Business Meeting – Every Saturday, 10 AM CT.
<https://zoom.us/j/215452258> or www.allaboutmannatech.com
- Next TNL, July 28 at 7:30 Pm CT www.allaboutmannatech.com
- Final month 3 Lap Mini incentive... where are you?
- Have you joined E-Merge? Are you enjoying Andrew Leedham?
- Mannafest is approaching... August 21st and 22nd
- New Product Training sheets are coming in the Library, TruPrue, TruPlenish and Catalyst are now available

Some Proven Strategies

1. View challenges we face every day as opportunities
 - a. In network marketing what does that look like?
 - Reaching a new leadership Level
 - Building out Team 2 Team 4 and beyond
 - Talking to that person that intimidates you (but you know that if they are in, WOW!)
 - b. In life...we are constantly finding us up against new challenges...
 - new job, runout of money before run out of month,
 - lose a job, car crash, speeding ticket, family issues, etc.
 - c. Look for different ways to grow and challenge yourself
 - 1). The more we are challenged, the more we learn how to overcome, the more opportunities we have!
 - 2). Make challenges "like breathing air"...view as exciting and life generating
2. Prioritize learning over seeking approval
 - a. Don't allow others opinions rob from you. We as a society today get so caught up into what others think.
 - b. Get clear that what other people think of you is none of your business.
 - If this is an issue for you then read the following book:
"What You Think of me is None of my Business" Terry Cole Whittaker
 - c. Learn to be good in your own skin...no dependency on others.
3. Focus on the process instead of the end result
 - a. Be hungry: willingness to learn, get most from each experience
 - b. Have goals and fall in love with the challenges that come up
 - Stephen Covey...sharpen the saw
 - Iron sharpens iron...what doesn't break you makes you stronger.
4. Cultivate a sense of purpose

- a. Keep the end goal in mind...always look at the big picture...have a larger purpose. If what you are doing does not fit into a larger long-term goal then re-evaluate it and find more activities.
5. Choose learning well versus learning fast
 - a. Goes back to strategy 3...be willing to make mistakes, challenges.
 - b. Fall in love with being on the track not necessarily at the end
6. Making mistakes does not mean you are a failure
 - a. Something goes wrong...you are not a failure; you just have an event to learn from.
 - b. Making mistakes just means you are on the right track...you just need some fine tuning, not there quite yet.
Thomas Edison "Never get discouraged if you fail. Learn from it. Keep trying."
7. Learn from the mistakes of others
 - a. Never compare yourself to others.
 - b. When someone makes a mistake, learn from their mistakes "How can I do it differently?"
8. Learn to receive constructive criticism
 - a. Fall in love with feedback...that is all it is so take what fits and let go of the rest.
 - b. Think of criticism as a teachable moment. Be willing to work on the areas you are weak on.
9. Cultivate Grit
 - a. According to Angela Duckworth, grit is perseverance, passion for a long-term goal.
 - b. Break the concept into two components:
 - 1). The ability to stick with long term goals
 - 2). The ability to keep going despite adversity.
Read Angela Duckworth, "Grit: The Power of Passion and Perseverance"
10. Set a new goal for every milestone you achieve
 - a. Success is an ongoing process
 - b. Successful people always set new goals
11. Remember, it takes time to be successful in anything
 - a. Nothing worthwhile comes quickly and easily
 - b. Be realistic about the time it takes to learn new information, implement it and figure out how it actually works.

SO, if you want to master something, be ready to work at it for a long, long time!