

The Business School:
Shifting Quadrants
Monday, April 7, 2008

Mannaquest Update on Dates

New formulation for Plus

How to use links from www.exploremannatech

Replays from Mannafest are up

Robert Kiyosaki's book, "Business School for People who Like Helping People"

1. The four Quadrants: which one am I in? Kiyosaki "Rich Dad Poor Dad", "Cashflow Quadrant"

Examining the four quadrants:

E: Employee

S: Self-employed

B: Business Owner: Effective Mannatech Distributor

I: Investor

2. What are the core values in each of these quadrants?

Employee:

Sense of job security...this is their fear

Comfort zone: every week get a paycheck

Whatever someone else does for me is good enough

Time for money

Certainty is required; uncertainty is fearful

Self-employed:

Smart, hardworking, hardcore

Fear of those who may be smarter than you; desire to be best

"I think I am the only one who can do it"; the do-it-yourselfers

Their facade of independence is many times a cover for lack of trust in others.

Their song: "Nobody Does it Better"

Money: they don't like their pay to be dictated by others...

Fear: respond not by seeking security but seeking control

Business:

Creating Leverage with S and E people...OPT (other people's time)

Surround yourself with great people so you do less "work";

Team player, out to build the best team, best in their fields
No cap on your worth; Financial freedom builds other freedoms
Serving people; self-confidence so can surround yourself with
great people who are better than you without fear.
Losing is a reason to win...so choose to win; no fear of losing.
Belief that all things that happen are leading to his success

Investor:

Total leverage...OPM (other people's money)
Freedom in all aspects
Money as a means to change the world
Contribution in a whole different way
Risk is king.

3. How to move from one Quadrant to another requires first recognizing
Where you are.

Some of us are in "trying" to do the Mannatech business but it is
running afoul of our core values (because they are still supporting
another quadrant)

Like goal setting: your vision and goals can not be inconsistent with
your core values or they carry no meaning for you.

You can not do something opposite to underlying core values; must
change those values first...new prioritization of values.

Examples:

Attorney trying to make more money; teacher trying to get
ahead; massage therapist wanting financial success

In what quadrants?

What are their values?

What is limiting their income?

Where do they need to go? values to change?

Where are you?

What core values in your life are holding you back?

4. To shift, Kiyosaki says adopt a Five Year Plan

A. Takes time and patience to get through the ups and downs of
building a great business. This is clearly true of network marketing.
Look at the Presidentials who reach that level and then say "Now, how
do I do the business?" Got there too fast and did not grow through the

process; then, they never qualify again or live in frustration.

B. Unlearning is also a process.

"You can't teach an old dog new tricks"... thank goodness we are not dogs!

Need to unlearn the points of view of E and S...

This happens faster when you understand the price you pay...know the cycle of the E and S quadrant. Taxes/Debt

C. All caterpillars make cocoons before they make butterflies.

We need to experience the mistakes, learn to love the struggle and the growth, and in the end come out the better person.

So critical for us to transgress through all the stages and grow in leadership; read massive books and go to self-development seminars

Leadership is found but is not critical in E,S or I, but it is mandatory in B.

Great Leaders are:

Inspiring, team players, great followers first, empowering, acknowledging, humble, vulnerable, compassionate, great listeners, accepting, self-confident, of high integrity, trusting, courageous, bold, etc.

"Leaders interfere in other people's lives, to help them to achieve things they otherwise would not."

"You can never lead someone from whom you are seeking approval."

D. Can you keep your values in E or S and still be successful?

Certainly there are people with jobs who are very wealthy...

But it is the fact that they acknowledged the need to operate out of the B or I quadrant at the same time that created their wealth.

Examples:

1. Fireman who makes \$35,000 per year, but started buying old houses and fixing during his off days. Now owns 20 houses, making \$10,000 each month in income from them.

2. Another fireman who earned the same but spent his off days studying investing and became a shrewd investor in the market. He now owns a portfolio of \$more than \$3 million.

Some people start down this path...but do they stick with it? Do they overcome a bad decision?

If you work hard on the left side of the quadrants, you will work hard the rest of your life. If you work hard on the right side of the quadrants, you will have a true chance at financial security.

E. Bad times: Look forward to the upcoming bad economic

times...this is when there is huge opportunities. Smart people make a lot of money in bad markets because that is when panicky investors are selling what they should be buying.