

Mannatech in South Africa: **Culture, Vision, Rhythm** **Monday Call, February 23, 2015**

- The next “Mannatech Now” meeting at Corporate Offices... is Tuesday February 24th at 7:30 PM with Merri-jo Hillaker
- Mannafest 2015... March 5-8 Plan to be there!!! Register at events.mannatech.com Keynote Speaker: Paul Zane Pilzer
- BP 2 of Incentive... now is the time to focus.

Overview of Our Experiences in South Africa

1. Actual Trip Outline: Super Regional Schedule

a. Thursday Night: Opportunity Meeting

Remarkable Items:

- (1) Testimonials
- (2) Used flip chart
- (3) Simplicity of Cash flow Quadrants

b. Friday 8:00 Presidential Breakfast at the Winery

Invitation only; incredible scenery, fun, inspiring,

c. Friday noon: "The Best of the Best"

Top Leaders throughout region, teaching on Culture

d. Friday Afternoon: RD meeting

e. Friday Night: Training for Leaders Only

f. Saturday: The Regional...over 600 people there!

1 hour before starting: Pre-planning meeting (required to be in attendance)

morning: Presidential MC's; Products, M5M, recognition of RD's

afternoon: Presidential MC's: trainings, testimonials by visiting Presidentials

Topics on Purpose, Why, recognition on ND's and ED's

night: Presidential recognition (all formals), stories from 3 then Louie and Leone were on stage for the first time to close it out

2. Culture

a. This was absolutely remarkable...not in the sense of a country, but rather the culture that has been developed as a Mannatech community in South Africa. It is a culture of love, edification, honor, integrity, trust, etc.

b. It is so reinforced at every level and in every training, and every presentation from stage, that it is captivating.

c. "What you are in anything, is what you are in everything." Consistency.

d. "No one left behind" and "build people to their greatest capacity."

e. Humility at all levels.

f. Always focused on tomorrow...the bright future you have. "Your biggest business builders aren't even signed up yet."

g. Transparency

- h. Understand the 5 "No's"
- i. Professional Dress...we are all professionals.
- j. On time with everything, fully prepared, timing on every speaker
- k. Always encouraging

3. Vision

- a. Mannatech will become a \$1 billion company
- b. Speak Visions into existence at every opportunity
- c. With Mannatech potentially opening another 70 countries, no doubt
- d. This will require 200 Platinums so choose your goal to be one
- e. End global malnutrition in children around the world
- f. Grow vision through tools; "we have a new generation that really wants to change the world"

4. Rhythm

- a. Entire structure has rhythm
- b. Events: Scheduled the same every time as found above under Super Regional, Biweekly trainings and Monthly trainings
- c. 4 Skills
- d. Cycle of a Super Regional
- e. How they do the business: go to person's house for STP, sign them up on computer with them there, call their people with them, help them STP, sign up their first person with them, get them started with core skills, 6 contacts per day, 15 STP's per BP, read and listen to TOMS.
- f. Attend biweekly meetings
Attend monthly trainings
Attend Super Regionals
Attend National Conventions
- g. Tool table at every event, trainings, meeting...no compromise.
- h. Achiever Counseling: every 1st week of BP