

How are we Like Southwest Airlines?

Monday, February 15, 2010

- Mannafest:
 - Are you on track? How many in your organization? Mannafest talking points attached
 - Proevity Free workshop at Mannafest, see attachment
 - If you are looking for roommate or sharing a ride go to <http://mannafest2010.blogspot.com/>
 - Incentive: Reactivate, reactivate, reactivate
 - Book of the Month for February: "The Soul of Money" Lynn Twist
-
1. Bend the rules to take care of Customers
 - a. We are a customer service company first
How are you serving your customers?
 - b. "We are real. We are authentic."
 - c. Empower your people to "break the rules" to support their customers.
Just make sure it is not the Fed Regulations
Empower them to do the right thing.
 2. Place an Incredible amount of faith and trust in your associates
 - a. Quit enabling them
How? Auto orders, answer all questions, etc.
 - b. Encourage them to be individuals
If they have a sense of humor, use it.
Be professional but use your strengths.
 - c. Golden Rule Philosophy: do unto others as you would have them do unto you.
 3. "We want to exhibit 3 attributes every single day:
 - a. "A warrior spirit"
 - b. "A servant's heart"
 - c. "A fun-loving attitude"
 4. Getting through Tough Times
 - a. First three years were "awful" for Southwest
One of the best David and Goliath stories in business
The fight is what caused them to survive...why? because

SW became a cause.

- b. Mannatech in the last 3 years?
- c. Beating the odds: as Mary Kay said "the bumble bee can fly only because it doesn't know it can't."

5. Southwest Mission Statement:

a. "The mission of Southwest Airlines is dedication to the highest quality of Customer Service, delivered with a sense of warmth, friendliness, individual pride, and Company Spirit. We are committed to provide our employees a stable work environment with equal opportunity for learning and personal growth. Creativity and innovation are encouraged for improving the effectiveness of Southwest Airlines. Above all, Employees will be provided the same concern, respect and caring attitude within the organization that they are expected to share externally with every Southwest customer."

- b. So what is yours?

MannaFest Talking Points – Why YOU want to come to MannaFest

Whether it's your 1st or 10th Event, MannaFest 2010 is the MUST ATTEND event of the year

- Connect with the Mission of Mannatech
- Reconnect with the Mannatech Culture
- Hear about the REAL Passion of Mannatech from Sam Caster

Share YOUR passion for Mannatech while reconnecting with friends and leaders from around the world.

What is MannaFest? – THE premier Global Event featuring:

General Sessions with Sam Caster, Corporate Executives, Mannatech Doctors and Associate Leaders

Manna Relief – The heart of Mannatech in action

Hear stories from the heart with Compliant Testimonials

Business Building Workshops

Expo – Learn more about the newest products, tools and technology through a live interactive experience.

Storefront – Take advantage of special show pricing and purchase the newest products and tools available.

ALL NEW – Lunch will be provided for Friday and Saturday

Closing Celebration which gives you the opportunity to meet with your groups and your new friends one last time.

Who will be speaking?

Main Stage

It's Who We Are – **Sam Caster**

Story of Ambrotose – **Bill McAnalley**

Vision for the Future – **Dr. Rob Sinnott**

Successful Mannatech Associates

NEW Product, Simply Delicious Bars – Claire Zevalkink

Importance of Products – Nancy Leiberman

Global Opportunities – Randy Bancino

Business Building Workshops

Product Training – **Dr. Boyd & Steve Nugent**

MAP – Al Bala

Leadership – Brian Klemmer

Mastering the 4 Basics – MJ Durkin

Proevity FREE Training – Dr. Dan Fouts

Giving Compliant Testimonials

If you're serious about building your Mannatech business in 2010, you cannot afford to miss this Event.

Ticket Pricing

February 1 – 29, 2010 – \$99

March 1 – March 20, 2010 – \$129 (online and onsite)

New Associates as of January 1, 2010 – \$89

Reserve your spot today by going to www.Mannatech.com and registering for MannaFest 2010!

“It's the experience of Mannatech and what it does to you that will count most in your life. This is more than just a product or an opportunity; it's a company of destiny.” – Sam Caster

From: "Tamara Fouts" <tamara@proevity.com>
Subject: Proevity February Events & New Product E-News
Date: February 13, 2010 11:24:35 PM CST
To: Lydia.s@att.net



E-News Release
**Dallas, TX 2010 Event
Sessions & Specials**

February 2010

IN THIS ISSUE:

[CE Seminar: Sunday, March 21, 2010 Targeting Fat Metabolism and Lifetime Weight Management Dallas, TX](#)

[March 19th & 20th, Dallas, TX FREE Event Breakouts and sessions](#)

[New Resource Booklet: How To Evaluate Vitamin & Mineral Products](#)

Hi Lydia,

Welcome to our February E-Newsletter! In this issue we are rolling out our March 19-21st Dallas, TX event agenda and specials:

- 2 FREE conference breakout sessions
- CE Seminar Sunday-'*Targeting fat Metabolism and Lifetime Weight Management*'
- Pre-order by March 8, 2010 for on-site pick up and the shipping is FREE.

Read below for the complete details

Think Spring-it is just around the corner!
Tamara Fouts, CEO

Live CE/Certification Seminar:

'Targeting Fat Metabolism and Lifetime Weight Management'

**Sunday, March 21st
9:00am to 1:00pm EST**

A 4 hour CE/WMA Certification course for healthcare & wellness professionals, nutrition & product representatives, and weight loss coaches

[Click Here](#) for complete online brochure & to register

Who needs statistics to know that diets have a 95% failure rate in maintaining the weight loss long term - just look at the people around you. The problem is complex but the solutions can be amazingly simple.

Audit options are available for previous attendees-write info@proevity.com to inquire.

[LEARN MORE](#)

2 FREE Event Breakout Sessions!

March 19th & 20th - Dallas, Texas



Featured Course:

'Redefining Wellness in the Regulatory Environment'

3 hour CE Certification course

[More Info](#)

[February Course Purchase Special:](#)

Free New mini abridged CD/ppt version of the RWRE course with complete course purchase.

\$15 value

'Information provides options. It's a new day, a new message, a vital mission – let's all work together to inform as many people as we can!' Dr. Dan Fouts

www.proevity.com
866-997-7638 Toll-Free-US
941-371-8999 Direct
Sarasota, FL USA

Thank You,
Tamara Fouts, CEO

Sponsored by Mannatech, Inc

Visit www.Mannatech.com for detailed conference agenda

1 - Proevity Free 'Friday' Breakout
2:25pm-5:00pm:

Real Food Technology-Sharing the Message

- How to Evaluate Label Ingredients and Compare Dietary Supplement Products
- Glyconutritionals - maximizing benefits decreases the perceived cost
- Why OsoLean™ powder is so great and how to incorporate other Mannatech products to optimize fat loss

All associates are Welcome! This is a general audience educational training with highlights from Proevity resources and discussing the incredible benefits of the Mannatech products in supporting health, wellness and quality of life. Build your confidence and knowledge - build your business.

2 -Proevity Special Interest Group session, Saturday, 12:15pm - 1:30pm:

Proevity-Healthcare Professional Session
'Review & Updates of Glyconutritional Technology'

This Professional Level session is designed to briefly review various aspects and questions about glyconutrient technology as well as some current updates - all based on the medical literature. This will be followed by a brief discussion on Proevity's courses, accreditations and certifications.

Planning to attend and have questions or comments that you would like to see addressed in this session concerning Glyconutritional Technology, submit them to: info@proevity.com

Target audience for this session is all healthcare professionals and anyone who is GNWC or IWR certified or in the process of getting certified.

New Resource Booklet:



How to Evaluate Vitamin and Minerals Products, What Healthcare Professionals Want to Know

This revised booklet includes 14 pages loaded with new information, updated chart, and how to read labels to quickly identify the ingredients to effectively compare one product to another.

Introductory Price:

\$30usd per pack of 20,

\$25usd each for 5 or more packs of 20