

Synergy-A Law of the Universe:
Habit #2 to get to the Right Quadrant
Monday, May 16, 2005

Incentive: 2 Periods, 1 week to go...where are you? The blitz is on
Denver National: May 27-28, 2005...make sure to promote and get there
Nothing quite motivates as much as a National Convention

1. The four Quadrants: which one am I in? Kiyosaki "Rich Dad Poor Dad"
Examining the four quadrants:
 - E: Employee
 - S: Self-employed
 - B: Business Owner: Effective Mannatech Distributor**
 - I: Investor

To move from E or S to B (which should be your goal if you want to be successful in network marketing) there are a number of habits you want to develop. One is to develop synergy in all of your relationships.

2. The success we have will be determined not by our own individual efforts, but rather by our ability to tap into the energy surrounding us. One main way to tap into this energy is to build synergy in all of your relationships.

A. This applies to all relationships: crossline, downline, prospects, family, church, everyone with whom we have contact.

B. As quadrant S people, we tend to believe we can do it better so we ignore the energy around us and sacrifice the abundance in store for us.

3. What is synergy?

A. Relationships are at the core of everything we do, everything we become. Synergy is simply the fact that one plus one can equal three. When you tap into everyone's strength you can perform at a whole other level, previously not available. Leverage is an example of synergy but is not synergy in and of itself.

B. Synergy is setting up relationships to be WIN/WIN:

1) Sometimes we are so competitive that we leave our future on the table. Conceptualize a world in which no one has to lose.

2) Do you believe that we are all one on this planet and that we

are only as strong as our weakest link? If you have a hard time with this concept as it applies to the world, then start with your family...then look at your Mannatech organization and your group of leaders...then grow into the entire Mannatech company...then look at the U.S. and its problems...

4. How do I achieve synergy?

A. Always look for someone's strengths and build them into your team

1) In networking we many times expect everyone to be everything to everyone...NOT. Find their strength and build a team around them. Can even be a crossline team...when people start in a new area has to be crossline to start or they may never get off the ground.

2) Develop people into leaders; do not denigrate them. Many times we go through our own growth and "leave people behind" because we think we have grown so much. Ouch! Major mistake. You were once where they were and someone took the time and effort to support you. Now it's your turn. This does not deny that there are toxic people who you should avoid.

B. Leave behind any thoughts of "I can do it better"

1) Sure, maybe at times you can, that is why you are the leader. But remove that from your own thinking so you can open up to new and different ideas. Come from "I can learn from everyone." Also, you need to acknowledge others for their way (even if it is different). Are any of you around people who always say "Well, this is the way I would have done it." or one who always has to tell you a better way? They even think they are doing it to help sometimes but it just keeps pounding on people around them. They are easy to recognize because they never develop any leaders in their downline.

2) "I can do it better" is perhaps the number one philosophy of those stuck in the S quadrant. So, is it worth it or would you like to move on?

C. Develop the WIN/WIN with everyone in your organization

1) Covey ("7 Habits of the Most Highly Effective People") says that you should treat your most important relationships like bank accounts. The more deposits you make in these accounts, the stronger these associations become and the greater results are affected.

2) Give and take...as you sow, so shall you reap. Sometimes we need to give to people to help their growth, and it should never matter what leg they are in, what leaders are between you and that associate. Step in and create the WIN/WIN. Don't get competitive with your own downline.

D. Teach your people to fish...be a great leader.

1) Read the book "Teach Your Team to Fish", Laurie Beth Jones. What if Jesus said I can do it better? Where would the disciples have been?

2) Surround yourself with greatness!

Those who move to the "B" quadrant are not intimidated by greatness around them. They love to find powerful people. They look at it differently...powerful people mean more delegation and less work for them. Insecure people from the S Quadrant fear that someone might be better so they work harder. Quadrant E people fear replacement. See how the thinking differs? Where are you?

E. Delegate, and you will create!

1) Those in the S quadrant tend to keep the prime tasks for themselves...this only limits their ability to move on. No leverage at all in doing it yourself but if "you can do it better" is the program running your life, what choices have you given yourself? So, STOP IT!!!

2) 10 fundamental principles of delegation:

a) Focus on your highest value activities for a growing business...this may differ from your preexisting perceptions.

b) Do what you do best, delegate the rest

c) Delegate to someone with demonstrated competence

d) Define task clearly

e) Set a deadline

f) Establish benchmarks

g) Agree on resources

h) Agree on consequences

i) Put it in writing

j) Inspect what you expect

F. Build Mastermind teams, local Mannatech associations, etc.

1) All these organizations will serve you if you put the time and energy into them.