

# **Strategic Acceleration:** **Succeed at the Speed of Life** **Monday Call, November 28, 2011**

Mannatech Christmas Specials:

- Get Ground shipping Free with your \$159 order through January 20<sup>th</sup>!
- Holiday Skin Care Promotion: Let It Glow, Let It Glow, Let It Glow! – 1 Emprizone and 2 Lift Skin Lotion for \$49 (\$33 Savings) Only BP 13
- Wrap Yourself Up in Winter Protection-Inside & Out! – 2 tubes of Lift Skin Lotion and 1 Manna-c for \$55 (36.50 Savings) – Ends Jan 20<sup>th</sup>

Book Review: To prepare for 2012 over the next 4 Monday Calls

Book by Tony Jeary

What to Look Forward to in the next 4 weeks:

- a. Your fear or concern about the future will be greatly reduced
- b. You will be more confident and will have more control over your life and your Mannatech business
- c. You will have a solid strategy to help you get better results, faster while living in harmony with rapid change and the speed of life.

## ***CLARITY - FOCUS - EXECUTION***

1. The Speed of Life and What you Believe

- a. With technology today, even the individual can compete at almost any level
- b. The "speed of life" is a term you intuitively understand.  
"I can get more done, faster and have a wider range of choices and activity than ever before." But there is also a lot of stress.
- c. Time management techniques have thus always been popular.
- d. One distinction between those who achieve success and those who don't:  
"Successful businesses and successful people know what they really want and are willing to do whatever it takes, within the parameters of integrity and honor, to get it." So, those with clarity have a lot less stress from the speed of life.
- e. YOUR STRATEGY: Be clear on the activities and strategies that capture your time and attention, and they should be those that most directly impact the results you want and need.
- f. Without clarity, you will not be willing to change...life requires voluntary change. *(See Exer. #1)*
- g. Perception is reality even if it is not the truth. *(See Exer. #2)*. The things you believe impact your results. What are the consequences of your belief window framing something incorrectly? Example: George in commercial painting business
- h. Strategic versus Tactical (Why versus How)  
Why is where strategy is...so if your why is muddled, no chance on "how." Thus, the degree of clarity on strategic beliefs enables you to focus and execute.
- i. A lack of clarity results in "felt needs." Two significant ones:
  - 1) "There is not enough time to do all I have to do."  
Anything worth doing should be done...PERIOD.
  - 2) "The results I am experiencing are less than I want or expect."

It is only when you begin to do things differently that your results will begin to change and improve.

So, need to evaluate limiting beliefs. (See Exer. #3)

j. You can live in the problem or live in the solution.

k. Increasing effectiveness is the Strategic Issue in improving results

Review of the Effectiveness Ladder

- 1) Rung 1: Become aware of the need
- 2) Rung 2: Clarify the need
- 3) Rung 3: Focus on the need
- 4) Rung 4: Execute the need

How does this relate to the "speed of life?" All new changes/technology would have to be examined through the Effectiveness Ladder unless we have CLARITY over what we really want so we can expend our time effectively i.e. engaged with FOCUS and converted into superior results through EXECUTION.

l. Do the Clarity Blueprint Exercise (See Exer. #4)

The "speed of life" demands that you embrace change and work within it.

## 2. The Pulling Power of Clarity: Vision

a. Crucial component of strategy is developing an authentic VISION: provides you the power to change your behavior and set benchmarks for success.

b. Fundamental fact: Change is difficult. We keep doing what we always have done because we believe it is right. How is that working for you? Time to change!

b. Climbing the Effectiveness Ladder will disrupt your comfort zone. Staying in your comfort zone is self-defeating: it is accepting that where you are is the best you need to be or do.

c. Understanding how our brain works...How opportunity does not knock. But opportunity is everywhere and we need to tap into it.

d. Develop your vision: (Exer. #5) "Vision is created by combining opportunity with your personal strengths and talents." Vision can transform the worst of circumstances.

e. Get clear on what you really want. "Discipline is the bridge between goals and accomplishment." Jim Rohn

f. "One of the seemingly miraculous effects of becoming clear on what you want is that you begin to see new opportunity everywhere."

Taking small steps is really what life is all about. The story of the twine and docking the ship...you need the smaller connections that will allow you to better manipulate and manage your larger opportunity.

g. Understanding your strengths and gifts is critical...two main reasons why people give up on their dreams:

- 1) Are not clear about what they really want.
- 2) Did not approach their opportunities properly.

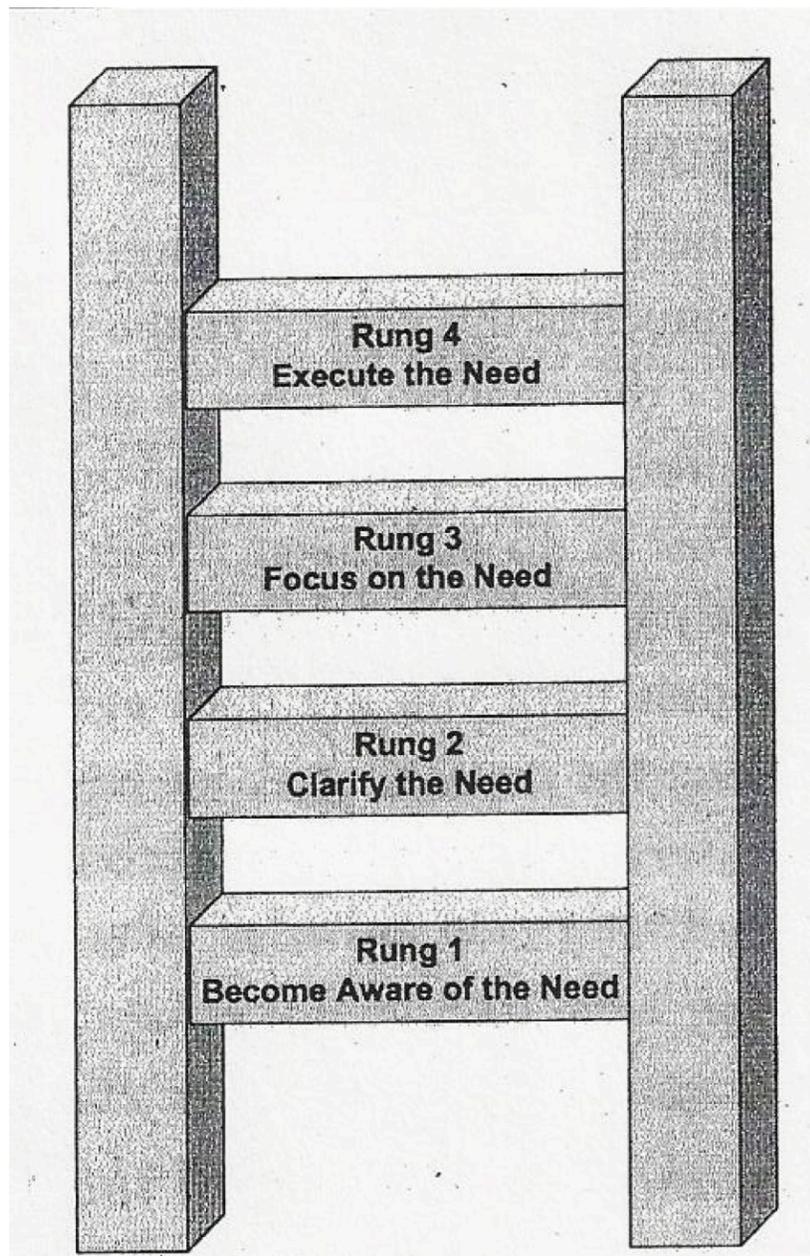
"The unique thing about you is your own life." (See Exer. #6)

g. To produce CLARITY, two points must be factually known:

- 1) Where you want to be when your vision becomes reality
- 2) An objective understanding of current conditions.

All of these exercises lay the foundation for the next Week's work so please complete them before December 4, 2011 if you plan on "playing full out" in moving forward. I suggest you build a folder containing all of the work we will be doing over the next 4 weeks. Set yourself up for SUCCESS...choose it!

## The Effectiveness Ladder



## Exercise 1: Create Voluntary Change

### Change Audit

Consider, then document on the following template:

1. What opportunities and choices present themselves to you daily?
2. What causes you to feel stressed or rushed?
3. What are the five most important actions you take that bring value to your business or personal life?
4. What are five actions you can either delegate or spend less time on?
5. If you spend less time on the actions in #4 and focused more on the actions in #3, what would that mean to your effectiveness?

### Change Audit

<b>1. My daily opportunities and choices:</b>	
<b>2. My Stressors:</b>	
<b>3. The 5 most important actions that bring value to my business or personal life:</b>	<b>1.</b> <b>2.</b> <b>3.</b> <b>4.</b> <b>5.</b>
<b>4. Top 5 actions I can either delegate or spend less time on:</b>	<b>1.</b> <b>2.</b> <b>3.</b> <b>4.</b> <b>5.</b>
<b>6. If I spend less time on the actions in #4 and focused more on the actions in #3, that would mean:</b>	

## Exercise 2: Understanding Your Influences

### Your Belief Window:

1. First, consider this: How would an erroneous framing of an event, idea or person impact your results?
2. Second, document your beliefs (what you believe to be true, false, correct, incorrect, appropriate, inappropriate, possible, and impossible) using the following template:

### My Belief Window

<b>1. Self</b>	
<b>2. Work</b>	
<b>3. Family</b>	
<b>4. Love</b>	
<b>5. Enemies</b>	
<b>6. Friends</b>	
<b>7. Spirituality</b>	
<b>8. Recreation</b>	
<b>9. Politics</b>	
<b>10. Money</b>	

## **Exercise 3: Understand Your Strategic Beliefs**

### **Strategic Belief Adjustments**

1. After reviewing your belief window (Exercise 2), consider whether anything you listed may not actually be true.
2. Repeat #1, but approach your consideration as if it were ten years ago.
3. Think about the differences, and consider that in ten years, today's answers may be just as dissimilar.

## Exercise 4: Outline What You Need to Do to Get What You Want

### Action Plan

Using the following template:

1. Document your overarching goal or objective.
2. List the tasks and actions necessary to reach that objective, providing deadlines and names of people necessary to help.

### Action Plan

Goal or Objective:	Task	Who	When
1.			
2.			
3.			
4.			
5.			
6.			
7.			
8.			
9.			
10.			

## **Exercise 5: Document Your Vision**

### **Vision Creation**

Using the following template, consider and document:

1. What do you really want, personally or professionally?
2. Why do you want it?

### **My Vision**

<b>1. What I want:</b>	
<b>2. Why I want it:</b>	

## Exercise 6: Unlock Your Internal Keys to Success

### Your Strengths and Gifts

Using the following template, consider and document:

1. What characteristics describe you?
2. What characteristics do *not* describe you?
3. What are your roles?
4. What are your top priorities?
5. How do others perceive you?
6. What do others misunderstand about you?

### My Strengths & Gifts

1. Characteristics that describe me:	
2. Characteristics that do <i>not</i> describe me:	
3. My roles:	
4. My top priorities:	
5. How others perceive me:	
6. What others misunderstand about me:	