

## **Tackling Your “Sales” Beliefs** **Monday Call, September 28, 2009**

- Last week of Period: Regular Activity PLUS end of 1<sup>st</sup> Period for Transition
- “90 Day Mannatech Challenge” Registration ends Thursday... Kick off webinar Saturday, October 4 - Structure your Mannatech Business for Success. For more information:  
[http://www.mannatrain.net/Documents/90\\_Day\\_Challenge.pdf](http://www.mannatrain.net/Documents/90_Day_Challenge.pdf)
- Live Life to the Fullest Prospecting Webinar every Monday at 8 PM CST - <https://www2.gotomeeting.com/register/490712259> or go to [www.mannatrain.net](http://www.mannatrain.net) and click on the link on home page.

Based on article by Lenann McGookey Gardner “Is your Bias Against Selling Killing Your Success?”

**Foundation:** Let’s go back to “Double Your Contacts” what is always more important than techniques? Your Beliefs

- a. See Belief sheet on Monday, Sept 14 call...how many did you check?
- b. What everyone needs is work on their beliefs! You have beliefs on every aspect of your business...so many are not supportive of you building your business. So powerful techniques will not make you successful.
- c. Advice from that call: pick your three most costly and start today to rewrite them! Put them on cards and read them every day.

Today, we hear from Lenann on How To Overcome

Professionals in our industry understand the foundation of our efforts is TRUST... we need to build in every relationship, and maintain.

Nothing will help you be successful unless you overcome your biases “against” selling. Here are five steps to use:

1. Understand where your bias against selling comes from
  - a. Awareness is always the first step to change; without it there is no revising direction
  - b. Stats show Americans receive between 3000-7000 promotional messages every day.  
People have been burned with ‘things too good to be true’

- c. Even those who have rejected 99 of 100 offers, the one they “fell for” they know they were taken.
2. Understand and accept the need for selling
  - a. Inescapable fact: for any of us to be successful will take some level of “selling”
  - b. Everyone needs to find customers, no matter what business you are in...unless of course you choose to make someone else’s dreams come true.
  - c. Truths: Finding Associates= Selling  
Developing addtl Business with existing associates=Selling
3. Clean up your attitude
  - a. Selling is a discipline
  - b. Remove your baggage around it
  - c. Selling is a behavior...
    - 1) a way of structuring conversation to uncover the ways you might be helpful to other people
    - 2) making those people aware of the opportunity you have so they can make a decision that serves them.

That’s IT! No convincing, persuading, manipulating!! Your job is just to make sure your conversation uncovers enough information for them to make an informed decision.
4. Learn how to sell without manipulating
  - a. When called upon to “sell”, many people go into the “sell mode:” smile “ingratiatingly”, pursuing your own agenda, subtly or not so in pursuit of the closing. We fail to listen because we are so caught up in own goals!
  - b. How to shift? Get clear in your head “what would make this meeting successful?” THEN, turn you entire attention to your prospect with total attention on them and curiosity about their lives and needs.
5. Think MORAL
  - a. Too often we think of selling as unprincipled, whatever it takes, spirit killing work.
  - b. Shift your thoughts!  
You are finding people who can benefit from what you have to offer.

You are making them aware of that.

You are offering to help; ALWAYS being more concerned for their welfare than your profit-sharing, commission or bonus.

c. Servant's Heart! You are a caring, concerned provider of services.

d. When we take the attitude that "Everybody needs what we have" and are overwhelmingly enthusiastic sharing that with everyone we see, what will this look like?

Are you listening or telling?

# 90 DAY CHALLENGE

## ROCKET YOUR RESULTS



**Get your Mannatech business *EXPLODING* with momentum!**

***On October 3rd there will be only 90 days left in 2009.***

***What are you going to do to Make this not a good year, but a great year??***

There are some who just sit back today and can't wait 'til the year is over. Those say "next year has to be better"; "I will set some new goals and take a fresh start"; "things have to be different." Then there are those of you who say "I am on fire to make this business truly grow", "with all the great things happening at Mannatech I know this business has renewed potential"; "I can't wait to double my business."

If you fall into the first category, then I challenge you: so what do you think is going to be different on January 1 that cannot be different October 3rd? For things to change YOU MUST CHANGE. Procrastination produces failure. Your choice.

**For those in the second group, this is exactly the program for you!**

- 1. Mj is taking Rick Blair's "100 Day Challenge" and will be incorporating a lot of his ideas/motivations into this course.**
- 2. We will use "Double Your Contacts" and truly teach and use all of Michael's techniques (his rules, scripts, list, and doubling your contacts)**
- 3. We will use Opt In pages (Instant Capture) for educating prospects**
- 4. We will incorporate MJ Hillaker's 30/30 system everyday**
- 5. We will use a great follow-up system to support you**
- 6. We will use Al Bala's 8/14/ momentum Action Plan every day/week/month**
- 7. Nothing will stop us!**

**Time required:** That is dependent solely on you. You commit for you...

**Cost:** \$100

**Program Includes:** Weekly accountability group calls; 5 - 2 hour webinars (replay available for duration of program); Buddy; weekly motivation emails; forms to support all of the above , and much more

***Choose a goal for the end of year and then let's make it happen!***

***With your permission, we will stay "ON YOUR CASE"  
over the next 90 days and help you make 2009 a great year.***



**YES - I'm Ready  
for the  
90 Day Challenge!**

## **Registration Form**

**Cost: \$100 (non refundable)**

**Program Duration: October 3rd - Dec 31st**

**Webinars: Kick-off Oct 3rd - 10:00 AM -12:00 PM CST**

**Projected remaining dates: Oct 17, Oct 31, Nov 14, Dec 12**

**For More Information: Lydia Stasiak (972)660-9006 or [lydia.s@att.net](mailto:lydia.s@att.net)**

**Name:** \_\_\_\_\_

**E-mail Address:** \_\_\_\_\_

**Phone Number:** \_\_\_\_\_

**Current Leadership Level:** \_\_\_\_\_

**Master card** \_\_\_\_\_ **Visa** \_\_\_\_\_ **AM EX** \_\_\_\_\_ **Check** \_\_\_\_\_

**Credit Card Number:** \_\_\_\_\_

**Expiration Date:** \_\_\_\_\_

**Signature:** \_\_\_\_\_

**Registration Deadline: Thursday, October 1st**

**Fax Registration: (817)719-2657; or Mail:**

**Mannatrain, 1802 Palace Drive, Grand Prairie, TX 75050**

# **90 DAY CHALLENGE**

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