

# "Don't Wait. The Time will Never be Just Right!"

## Monday, January 13, 2014

- Weekly Mission Live Stream Monday at 8 PM EST, 9 PM EST, 10 PM EST, 11 PM EST. <http://www.m5mlive.tv> or 24/7 <http://www.m5mlive.com>
- Tuesday Night Live..Speaker Merri-jo Hillaker at 7:30 Pm CT at Mannatech Corp Offices or [www.mannatechlive.com](http://www.mannatechlive.com)
- Mannatech Special - 2 MannaTea and Free M5M Glass Tea Cup - 54.95 (Associate Price)
- Last Week of BP

Amendments to the Punta Cana Incentive (New outline and Form attached to Last Week's Call)

### Quote from Napoleon Hill

1. Action is the most important of all powers in Success Principles.
  - a. Without action, nothing happens.  
Many in networking wait for things to happen...then when they are not successful, they blame the model.  
The MLM model has produced more millionaires than any other business model...does it work? So, what is the issue? US.
  - b. There are 2 reasons why people live mediocre lives: one is they have no vision (WHY); and the second is they take no action.
  - c. ***Are you going to go to your grave with your music still inside you?***  
Are you doing something you don't like? Or doing it in slow motion? Living in a place you don't like? Driving the only car you can afford?  
So you find yourself always wishing? Wish I had more business builders; wish I had a better education; wish I had a better upline; wish I had...
2. Action Creates Positive Energy
  - a. Action is always positive...why? Because your physiology will change. You feel more energetic which causes your mind to be more positive.  
Example: Get home tired from work...
  - b. Action Removes Fear.  
Fear is usually what blocks us from taking action (other than lack of motivation or laziness)  
(See the diagram attached)

Ignorance creates fear: either from a bad experience or lack of experience. Action which creates results overwrites the mind with an experience of success. Not taking action reinforces our ignorance.

c. Be brave! Bravery is not absence of fear but rather doing something in spite of fear. Doing the thing you fear will cause the death of fear. SO, TAKE ACTION!

### 3. Action Produces Reaction.

a. Reaction produces results. Examples:

There is never an action without a reaction...some is positive (sign ups) and others are not (No's) but there is always a reaction. What do successful networkers do? Take action. Analyze the results against what you wanted. Repeat the action if satisfactory, and change your strategy and take more action if not. But they are always persistent until they achieve what they want.

b. Good result or bad result after action is SUCCESS!

Read "The Power of Failing Forward.

### 4. Action Creates Abundance

a. Every human being has the ability to create abundance.

The Law of Abundance: you give more you get more. This applies to rendering services as well. Quote from Zig Ziglar: ***You can have everything in life you want, if you will just help other people get what they want.***

In other words you need to put in an abundance of action.

What you want more of, give more of.

b. What makes a networker successful?

1) Persistence (no matter how much "rejection")

Zig Ziglar said "A Big Shot is a small shot who kept on shooting." A Mannatech Presidential is a Regional Director who kept on prospecting, personally growing without a blip in action.

2) Constant and consistent action in the 4 Core:

Contact, Invite, Present, Follow up and close

3) Service attitude

4) Train and lead others to achieve your same success.

5. Don't think...take action! When we think what do we really think about? The doubts we have so they take the shape of monsters we can fear?

Then we have excuses why not to.

### ***Exercise:***

Step 1: Make a List of at least five things you have been thinking of doing

but have not done so far (contacts on chicken list, plan to host a meeting/spa, blasting an email on Ūth, whatever).

Step 2: Do it right now, or at least before the day is out!

Now, you have proven you can do it.

**Attached hereto is a Weekly Action Tracker.** Commit to use it every day for the next month. Every time action creates results not satisfactory, evaluate, get advice, correct course, and get right back at it. Outline the ACTIONS you are committed to take daily and then "pull a NIKE" ....JUST DO IT!

See you all in PUNTA CANA!!!

**MY PUNTA CANA PLAN**  
**January, 2014**

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

Weeks Remaining in Promotion Period 2014:

BP 1 ends in less than 2 weeks (Friday, January 17)  
(these are the most important days to get people signed up)  
Plus 8 Additional BP's, BP 2-9, ending on August 29)

My Needed Cumulative Increase in GPV equals: \_\_\_\_\_

My tracker Sheet is attached hereto and every BP, I will fill in my GPV to assess where I am.

My increase in BP 13, 2013 if any was: \_\_\_\_\_

**Here is my plan to reach my Goal:**

<u>GPV Targets BP:</u>	<u>Increase in GPV:</u>	<u>Cum Increase in GPV:</u>
BP 1: _____	_____	_____
BP 2: _____	_____	_____
BP 3: _____	_____	_____
BP 4: _____	_____	_____
BP 5: _____	_____	_____
BP 6: _____	_____	_____
BP 7: _____	_____	_____
BP 8: _____	_____	_____
BP 9: _____	_____	_____*

\*Equal or Exceed the Amount Listed Above

\*\*BEWARE of too much (>65%) of increase from any one leg

**PLAN OF ACTION:**

Attached is my Weekly Chart. I will fill it in every week to specify exactly when I will do Mannatech and when I have other commitments. I commit to working with my Team and getting the support I need to achieve my goals but understand I am responsible for WINNING this incredible trip.

Here is a list of activities I am committed to every week:

1. Contact 3-5 people every day (just lifestyle can get you there!)
2. Make 5+ presentations (1 on 1's, group, sharing the products/business/M5M) every week
3. Add a minimum of 1 Member/Associate to my downline every week.
4. Support others in my business to do the same

**MY PLAN THIS WEEK:**

A. Build a ***Contact List*** of at least 30 names by Friday, January 10, and immediately begin connecting with them daily to Offer them this opportunity (Member, Champion, M5M, Ūth, whatever). I add 3-5 new names to this list every day, 5 days per week.

B. Review my prior downline and make 10 ***Reactivation Calls*** per week starting January 10, 2014.

C. Strategies I choose to utilize to find Champions/Members increase GPV:

<u>Strategy</u>	<u>#Per Day</u>	<u>Date Start</u>
1. Inspire Downline to WIN		Now
2.		
3.		
4.		

D. Here is my Support Team: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

# Weekly Action Planner

*Time is our only limited asset. How are you utilizing yours?*

**Step 1:** Cross out all times you can't do Mannatech (i.e. church, family, other commitments).

**Step 2:** Cross out all times you choose not to do Mannatech (date night, devotional, etc...).

**Step 3:** Fill in slots you commit to dedicate to the necessary activities to grow your Mannatech business. Know that "Lifestyle Marketing" should be happening everywhere you go (grocery shopping, working out, office depot, post office, etc...).

	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday
8:00 AM							
9:00 AM							
10:00 AM							
11:00 AM							
12:00 AM							
1:00 PM							
2:00 PM							
3:00 PM							
4:00 PM							
5:00 PM							
6:00 PM							
7:00 PM							
8:00 PM							
9:00 PM							

- Activities:**
1. Prospecting: find 2-5 new contacts every day
  2. Presentations: Do 2-5 every week
  3. Training: Support new associates with learning/doing the business
  4. Customer Service: touch base with your Members/Customers
  5. Personal Growth: commit 1-5 hours of reading, training, seminars to grow yourself both in the skills needed to be successful in this business, as well as personal development.