

**Gratitude is A Critical**  
**Attribute to Lead a Fulfilled Life**  
**Monday, November 23, 2020**

- Weekly Product and Business Meeting – 1<sup>st</sup> Saturday is live at 10 AM CT. <https://zoom.us/j/215452258> or [www.allaboutmannatech.com](http://www.allaboutmannatech.com): the others are prerecorded links that are text to you by 10 AM CT on Saturdays.
- Next TNL, November 24th at 7:30 Pm CT [www.allaboutmannatech.com](http://www.allaboutmannatech.com)
- Free Shipping on one-time orders of \$100 or more through December 31<sup>st</sup>
- Don't forget about the Black Friday Specials
- Order Merri-jo's Book: "The Impossible Place" <https://www.mannatrain.net/order-materials.html>

*“Let us remember that, as much has been given us, much will be expected from us, and that true homage comes from the heart as well as from the lips, and shows itself in deeds.”*

– Theodore Roosevelt

1. Gratitude in my Network Marketing Business
  - a. It is one of the "Nine Unbreakable Laws of Network Marketing: Law 3: The Law of Appreciation." This principle can ***Single Handedly Transform Your Networking Business and Your Life!***
  - b. State of Being: You are either in a growth mode or a decay mode. This Law is the same; it just applies to your attitude as well as your business.
  - c. When you are in the mindset of appreciation, your life is increasing in value. Appreciating your life = investing in your life
  - d. An attitude of appreciation always means an increase in the quality of our lives. Psychologist William James wrote:  
*“The deepest principle in human nature is the craving to be appreciated.”* Appreciation needs to be poured into your downline, your product line, your prospects, your business and the company. Don't forget to appreciate yourself...self-deprecation is self-fulfilling prophecy.
  - e. It is part of our CULTURE...Mannatech is about recognition, acknowledgment...honoring its associates and its customers.
2. Negative languaging never serves you or your business.
  - a. Regarding your business, negativity in your networking business will cause a downward spiral: "as a man thinketh so is he!" You cannot afford negative thoughts no less negative actions if you desire success.
  - b. Who do we "blame" for our own failure to sign up customers or new

associates? My opinion: If you are working the business, #1 requirement is to commit to be in the Achiever's Club EVERY MONTH!

Deflecting blame is "doubling down" on your already unproductive activities.

c. Companies (including your network marketing company) make mistakes: the fact is, you do to. Appreciate the efforts. Hang through the tough times.

d. Depreciating breeds discouragement, blame and negative thoughts.

How to recognize a "Depreciation Mindset": negative, blaming, demeaning, complaining, criticizing, (pointing fingers at others as well as ourselves), discouraged, recognize that this is a spiral downward that WILL control your results in life as well as your business.

### 3. Marion Head, Presidential in Mannatech, wrote a book "Revolutionary Agreements"

a. 3 Unifying principles and one of them is GRATITUDE: appreciating the gift of this moment

1) I agree to give and receive thanks

Trend at an early age to say thank you...many of us blank the natural cycle out of also receiving thanks.

Need to be good at receiving thanks and the rewards of your giving as well as giving thanks.

(as you sow so shall you reap)

2) I agree to see the best in myself and others

Belief in ourselves and our teammates lies at the core of a great network marketing organization. Free yourself from self-judgment and empower others as well.

3) I agree to look for blessings in disguise

Stuff happens to all of us and will always happen...it is your choice how you view it, and what your experience is around it.

Become aware and seek out the good in everything...

Example: the loss of my brother

4) I agree to lighten up

Through it all, it is important to maintain a sense of humor.

Enjoying your moments and not taking life so incredibly seriously will contribute to expanded feelings of personal freedom.

Like a fine-tuned fork, we attract like-minded, like hearted people to our organization and to our lives. Take the time to outline what are the characteristics are that you are looking for in your partners: once clear in your head, now the natural laws of attraction will support you.

### 4. How do we increase the *gratitude* and *appreciation* in our business?

a. Affirmations on gratitude every morning (see attached)

- b. "Thank you" in writing and/or orally at every opportunity
- c. Appreciation even when a prospect says "no"
  - Ex: *"Hey Sarah, thanks so much for taking a serious look at this opportunity. As much as I would have loved having you join me, I respect your decision!"* Never burn a bridge/relationship. Some will some won't, so what, NEXT. And then there are those "not right now" who come back later!
- d. Monthly recognition to all enrollers in your group, and other mechanisms of appreciation/acknowledgment
- e. Believe in your people as well as yourself. Believe in your team!
- f. Read and use "Why Mannatech" everyday! Sometimes we forget how great an opportunity we have...

5. Five ways right now I can add gratitude to my life and feel better every day of my life:

- a. Gratitude Journal: Each day, either first thing in the morning or before bed, write down five things you are grateful for.
- b. Write Thank You Notes: Drop an email to someone who helped you at work, or to the teacher that goes the extra mile. Maybe even send an actual letter (gasp!) to a business that provided you with great service. Be mindful of the little things. Today and every day, strive to be aware of all the aspects of your personal, professional, and family life for which you are thankful.
- c. Make a Habit of Paying Compliments: Make sure that you say something nice to someone every day. This will take a while (typically 21 days or so) to establish the habit, but it will make you feel better and brighten someone else's day.
- d. Challenge Yourself to a No Complaining Week: The inverse side of gratitude is complaining, so if we eliminate some of the time we spend whining, then we free up time to focus on more positive things. Complaining is a default status for many of us. We do it without even realizing it, and it simply creates a negative cycle. Challenge yourself to resist the urge to complain for one week. Employ the old, "If you can't say something nice, don't say anything at all," advice. (Was that Bambi or Thumper's mother that said that?)
- e. When Bad Things Happen, Remind Yourself of the Good: Stuff happens all too often, but it's our reaction to negative events that dictates how quickly we bounce back. Remind yourself that this is only temporary and that you have overcome enormous challenges in the past and you WILL bounce back. If possible, try to see the lesson being offered by the difficult circumstance.

*"Develop an attitude of gratitude, and give thanks..."* Brian Tracy

*"God gave you a gift of 86,400 seconds today. Have you used one to say 'thank you?'"* William A. Ward

*"When eating bamboo sprouts, remember the man who planted them."*

Chinese Proverb

*"As we express our gratitude, we must never forget that the highest appreciation is not to utter words, but to live by them."* John F. Kennedy

*1 Thessalonians 5:18 "In everything give thanks: for this is the will of God in Christ Jesus concerning you."*

### **Action to Take NOW (Today!):**

Pick some of these quotes that really move you. Give the quote a little rewrite as you target the language to the associates and the customers in your own downline. Take the time TODAY (and everyday) to send an email/text out to members of your downline to show your heartfelt appreciation! Or *"I read this quote today and you know I couldn't help but think of you! You have been not only a blessing to me but to so many others with your leading with your heart! Thank You and I pray you have an awesome Thanksgiving!"*

1. *"Feeling gratitude and not expressing it is like wrapping a present and not giving it."* -William Arthur Ward
2. *"Be thankful for what you have; you'll end up having more. If you concentrate on what you don't have, you will never, ever have enough."* -Oprah Winfrey
3. *"No one who achieves success does so without acknowledging the help of others. The wise and confident acknowledge this help with gratitude."* -Alfred North Whitehead
4. *"We would worry less if we praised more. Thanksgiving is the enemy of discontent and dissatisfaction."* -H.A. Ironside
5. *"The way to develop the best that is in a person is by appreciation and encouragement."* -Charles Schwab
6. *"No duty is more urgent than that of returning thanks".*--Unknown
7. *"Let us be grateful to people who make us happy; they are the charming gardeners who make our souls blossom."*--Marcel Proust
8. *"Silent gratitude isn't very much use to anyone."* -Gertrude Stein
9. *"If the only prayer you ever say in your entire life is thank you, it will be enough."* -Meister Eckhart

10. *"Gratitude is riches. Complaint is poverty."* -Doris Day
11. *"The world has enough beautiful mountains and meadows, spectacular skies and serene lakes. It has enough lush forests, flowered fields, and sandy beaches. It has plenty of stars and the promise of a new sunrise and sunset every day. What the world needs more of is people to appreciate and enjoy it."* - Michael Josephson
12. *"Gratitude is a currency that we can mint for ourselves, and spend without fear of bankruptcy."* -Fred De Witt Van Amburgh
13. *"I may not be where I want to be but I'm thankful for not being where I used to be."* -Habeeb Akande
14. *"Gratitude unlocks the fullness of life. It turns what we have into enough, and more. It turns denial into acceptance, chaos to order, confusion to clarity. It can turn a meal into a feast, a house into a home, a stranger into a friend."* - Melody Beattie
15. *"As we express our gratitude, we must never forget that the highest appreciation is not to utter words, but to live by them."* -John F. Kennedy
16. *"Develop an attitude of gratitude, and give thanks for everything that happens to you, knowing that every step forward is a step toward achieving something bigger and better than your current situation."* -Brian Tracy
17. *"Gratitude is the most exquisite form of courtesy."* -Jacques Maritain
18. *"At times our own light goes out and is rekindled by a spark from another person. Each of us has cause to think with deep gratitude of those who have lighted the flame within us."* -Albert Schweitzer
19. *"When a person doesn't have gratitude, something is missing in his or her humanity."* -Elie Wiesel
20. *"Acknowledging the good that you already have in your life is the foundation for all abundance."* -Eckhart Tolle
21. *"If a fellow isn't thankful for what he's got, he isn't likely to be thankful for what he's going to get."* -Frank A. Clark

22. *"If you want to turn your life around, try thankfulness. It will change your life mightily."* -Gerald Good
23. *"Gratitude is a duty which ought to be paid, but which none have a right to expect."* -Jean-Jacques Rousseau
24. *"Some people are always grumbling because roses have thorns; I am thankful that thorns have roses."* -Alphonse Karr
25. *"Make it a habit to tell people thank you. To express your appreciation, sincerely and without the expectation of anything in return. Truly appreciate those around you, and you'll soon find many others around you. Truly appreciate life, and you'll find that you have more of it."* -Ralph Marston
26. *"Appreciation is a wonderful thing: It makes what is excellent in others belong to us as well."* -Voltaire
27. *"When it comes to life the critical thing is whether you take things for granted or take them with gratitude."* -Gilbert K. Chesterton
28. *"It's a sign of mediocrity when you demonstrate gratitude with moderation."* - Roberto Benigni
29. *"Thank you' is the best prayer that anyone could say. I say that one a lot. Thank you expresses extreme gratitude, humility, understanding."* -Alice Walker
30. *"Be grateful for what you have and stop complaining-it bores everybody else, does you no good, and doesn't solve any problems."* -Zig Ziglar
31. *"He is a wise man who does not grieve for the things which he has not, but rejoices for those which he has."*--Epictetus