

Vince Poscente: The 5 C's to
Reaching Your Goals
Monday, March 18, 2013

- TNL – XFM100 with Simeon Cryer – 7:30 Pm CDT at Mannatech Corporate offices or www.mannatechlive.com
- Thursday night XFM Support Call at 8 Pm CDT 800-768-2983 access code 471- 7417#
- Mannafest 2013, April 25-28
<http://www.mannacomm.com/mannafest2013/>
- Dallas Champions Training Event: March 23rd ... 9:30 AM – 1:30 PM - Mannatech Corporate Offices
- Start earning PV on Packs:
 - Preferred (\$98-\$159) 100 PV
 - All-Stars (\$498) – 400 PV
 - All-Stars (\$998) – 800 PV
 - Renewal (\$229) – 52 PV (Same as before)
 - Basic Packs (\$48) – no PV

Check out www.beinvincible.com

How do we get the ant and the elephant going in the same direction?

1. Clarity of Vision

A. Problem today: Fast pace changes

B. Three Key elements to reach Clarity

1) Defining Moments: what are yours?

Look at what you learned or concluded about life at each one and how it formed you.

Think of the most valuable lessons in your life...typically when you had greatest discomfort.

2) Experience it. Whatever that Vision is (New Jaguar, Mansion by the Ocean, etc.), actually experience it in person...all 5 senses.

3) Have an emotional buzz around it...every pat of your body tingles.

Understand the science around our neurons in our conscious, subconscious...2000 neurons per second in conscious, 4 billion per second in subconscious.

The Ant and the Elephant...understand this clearly.
Emotional Buzz is the litmus test on your Vision.

2. Commitment

- A. What are we committed to? 50%+ marriages end in divorce
How do we know? Clearly commitment means diff things to diff people.
- B. What happens to our Commitment...give the example of Vince on the speed skiing experience...the "little green man"
- C. Tough to HEAR the noise and still move forward...so, commit, then set aside and have 100% commitment to "the next most obvious step."
- D. Two additional ways to increase your commitment:
 - 1) Tell other people
 - 2) Put your money where your mouth is

3. Consistency

- A. Successful people always apply "ACS" Apply Consistent Strategies
- B. Delayed Gratification is a must. Understand the significance.
 - 1) Review the study at Stanford in the 1960's.
 - 2) Imagine the 5000 gal bucket of water and blue dye.
- C. Make a List of 4 Columns:
 - 1) HLA
 - 2) Physical
 - 3) Technical...
 - 4) Mental Training

Add into each column the specific activities you need to do every day/
every week to reach your goals.
- D. The "Yellow Dot" strategy
 - 1) Understand Emil Coe, French physician in early 20's
 - 2) What does this mean to you?
 - 3) Buy your yellow dots today...remember, it is ALL about getting that ant and elephant in sync!
- E. Double relaxation therapy to change unconscious "truths" in or subconscious minds (check out his website)
 - 1) Give you visualization every day speaking to your "elephant"
 - 2) 2X per day for 21 days, then 1X per day for 21 weeks

4. Confidence

A. Confidence is critical component to have peak performance. Confidence typically comes from successful experiences.

B. How to create:

1) Flash cards can help mimic experiences and build confidence.

2) My vision is....

3) Change your physiology

Stand tall, straighten out your language, Look at life as it is coming...the next will be great!

5. Control

A. We clearly can not control our environment. But we can control our behavior.

B. Develop a 5 step routine to all of your meetings:

1) Get to your appt. early.

Stress will be considerably down.

2) Breath...oxygenate the system. Breathe shallow means brain gets less oxygen. So take a deep breath and release it all.

3) Visualize the outcome of your meeting. Bring an emotional buzz to it.

4) Vortex technique: Use your imagination to get all the energy you can get by visualizing a fire hose attached to the top of your head, and filling your body with massive energy.

5) Make the decision to have Fun. Fun and Fear are at opposite ends of the spectrum. Tell the fish story.

Go to Vince's website and take the test on the 5 C's.

If you want different results, you need to do things differently...start your discovery today and then apply the Yellow Dot approach.