

"The Ant and the Elephant"

by Vince Poscente

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- TNL – Kevin Robbins and Johanna Bala – 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/>
- ADD Growing threat to our society -
<http://www.nytimes.com/2013/04/01/health/more-diagnoses-of-hyperactivity-causing-concern.html>

1. Introduction:

"Before anyone can reach his full potential as a leader, he must first be a leader to himself. He must capitalize on innate talents and strengths, challenge that hinder his growth and manage the fears and negative emotions that frequently keep him from realizing his goals."

This story of the Ant and the Elephant is a parable to help you unite the powerful forces of the conscious with the subconscious to reach your peak performance as leaders.

2. The Story

A. Three characters: ant named Adir; elephant named Elgo; wise old owl called Brio.

B. Scene 1: living in the colony, a huge storm came along. Adir tried to put some clarity in the pandemonium of all the ants trying to protect the provisions, and a huge gust swept him away.

C. Adir awakens and finds himself in an unknown place. No colony and felt no mission. Without his colony who was he? He had been a leader, but his influence was waning...he was finding it impossible to inspire them. Now they were nowhere. "Defeated. Hopeless. Downright beleaguered."

(How does this relate to your Mannatech experience?)

D. Life became a struggle just to survive. Adir thought, "This is not a fulfilling journey and Life is a Fulfilling Journey."

E. A crow came and started eating the ant's food...then talked about "the Oasis"...which the Crow called paradise. "Whatever you dream of or want, it happens in the Oasis."

Adir asked the Crow is that where he was headed; after getting an affirmative asked will you show me. The Crow said "why would I do that?" and flew away.

After the crow left, the idea of the Oasis became an obsession...all Adir wanted was to be there...it meant everything would be great, paradise, no work to survive.

F. Elgo was an elephant with a great memory. He was exceedingly strong but very timid. Elgo's father was very pessimistic "An elephant's life is tough, even when it doesn't have to be." Every once in a while, Elgo would allow himself to dream...thinking of paradise (The Oasis). But he always settled for "the fact" that the Oasis existed only in his mind.

Brio watched the elephant from the air, and saw him continue to follow a path away from the Oasis without knowing it.

"Of course such behavior is not exclusive to elephants. The world is full of creatures that want one thing, but can never seem to break the pattern of negative habits that keep them from realizing their dreams."

G. The Ant started questioning "Was there really an Oasis? Was the Crow honest? Would it be dangerous? Which way would I go?" and started to settle in where he was and call it home.

One day he was frustrated..."Is this really my destiny"

He heard " So what is your destiny?" He then thought he was hallucinating, until he saw the Owl.

Adir had remembered an old adage, "when the ant is ready, the Owl will appear."

Adir expected answers not questions about what Adir's destiny was. The Owl convinced the Ant he had a powerful gift..."the ability to talk to elephants." The Owl then took the Ant under his wing and flew him to what looked like the top of a cliff. The Ant was wondering where he was...to which the Owl said "you are on the back of an elephant which is where you have been all your life, you just moved to his head."

"The entire world is yours to discover, but you must realize you and your elephant are inseparable."

"You can communicate with your elephant but your elephant can not talk to you."

"You are going to be guiding him, inspiring him, motivating him. You need to support and empower him."

(What are you doing every day to inspire your elephant?)

The name of his elephant? Elgo. "Why can't I just go back to my colony now?" The Ant was falling back on the known...unwilling to accept the greatness ahead. The Owl said "You will not find the Oasis. Furthermore, you will not master the lessons of the Ant and

the Elephant." You also will never become a great leader. But if you choose to learn, you can always work with your elephant to return to your colony if you wish.

H. He chose to work with the Owl. "You need to know more than the direction, you need to know the language of the elephant."

1) Elgo will remember everything you say and do in response to challenges and successes you encounter during your journey. He will remember everything, ...this memory includes some bad habits - patterns really - and a somewhat shakey confidence level."

2) Elephants do not question things, That's-just-the-way-it-is Mentality. Out of instinct they will try to protect you...steer you away from change. **"Make fear your friend, not your master."**

3) **"You don't know what you don't know. Open your mind to discover possibilities that might not seem obvious at the time."**

3. Know your WHY...have Clarity of Vision.

a. **"Zero in on a goal that has a depth of meaning. The journey has to be worth taking."**

b. "Fear is like quick sand. Once you step in it, it will just pull you down."

c. "ACTION STEP #1: Find the elephant buzz. Find the emotion that ignites the vision. Inspire your team through emotion. **Never underestimate the power of emotion."**

Draft your WHY using all your senses...experience it.

What you think is communicated to your elephant.

d. When you feel "the elephant buzz" you will know you're in the right place. Imagine your vision and that will communicate to your elephant.

Ask yourself "Why should your vision be important to your elephant?"

4. Commit to cultivating positive dominant thoughts.

a. Shift beliefs, attitudes and truths so they are aligned with your vision.

b. Envision **having** the goal, rather than just **wanting** the goal.

c. Elgo's (your elephant) beliefs, attitudes and truths can be deeply held. You can change Elgo's mind with a dedicated, focused effort.

d. ACTION STEP #2: Stay the course. Change is gradual.

Remember the Drops in the Bucket to avoid frustration. **Learn to delay gratification.**

5. Consistently focus on performance

a. Experience the goal as though it were happening right now.

- b. Show your gratitude consistently. Change is gradual.
- c. ACTION STEP #3: Use gold dot reminders.

6. Strengthen confidence

- a. Frustration leads to negative thoughts. Negative thoughts add fuel to more negativity. This negativity can be a pattern that destroys confidence.
- b. No two thoughts can occupy the mind at the same time. Replace negative with positive, confident thoughts.
- c. ACTION STEP #4: Institute pattern busters. Once you recognize yourself or your team playing out the pattern of negativity, interrupt this thought by saying, "Thank you but that is not a part of my vision. My vision is..."
Experience the vision in detail.

7. Control the response to any situation

- a. Unforeseen circumstances will arise. Expect the unexpected. Anticipate your response to challenges as well as your team's.
- b. ACTION STEP #5: Use flash cards. Design flash cards that detail stressful situations. Mentally experience handling these stressful situations with ease.

Extraordinary steps produce extraordinary results.

Brio's parting words:

"As you live your life, you'll realize the importance of living without regret over what might have been. Will you look back and wonder if you could've done more? Will you look back and question whether you gave it everything you had? If you can look back and have no regrets, you'll know that you did your best, and your best can take you to places beyond your wildest expectations."