

"The Obvious"
Untold Secrets to Create Global Success
by Bill Walsh
Monday April 22, 2019

- PLAN NOW: Be in Costa Rica...How? Start today
- Next TNL – Tuesday, April 23rd at 7:30 PM CT at Mannatech Corp offices and www.allaboutmannatech.com. Dr Nugent will be speaking.
- Are you in the Achievers Club?
<https://mannatech2.s3.amazonaws.com/mtlibrary/107262904840689.pdf>
- Are you using the new features in Mannatech+, if you missed the training they are on North America Facebook Group

"'The Obvious' will help you develop a new mindset in order to make it today. It will empower you with the knowledge and the content to do what you are called to do. Once you read it - and get into action - your life will obviously never be the same again for the better." Les Brown

1. What is The Obvious?
 - a. You do have to do work.
 - b. Once acknowledge WORK, then focus and you will see the clues, but break it down to master the mundane.
2. The Obvious (work) is Universal
 - a. If you don't like the results you are getting, change what you are doing.
3. 8 How To's:
 - a. Be Inspired by your Vision
 - (1) Motivation is temporary...inspiration is required and we get inspired by our vision.
 - (2) Tony Robbins: "My vision is so strong it actually pulls me towards my goals." When you are inspired by a great vision, you will design an unstoppable blueprint.
 - (3) Write your Vision:
 - (4) "Tap into your VISION today and begin seeing life for what it truly is - magical, divine and omni-possible."
 - (5) "Money is only energy...your language about money creates the energy that surrounds the value you create in the marketplace today."
 - (6) Your actions have to be in alignment with your values.
 - b. Find Power in your Why
 - (1) "If your why is strong enough, you will figure out the how."
 - (2) Love the challenges as they define your character.
 - (3) Write your WHY (behind your VISION):

- (4) When you know you are coming from a place of service, success is right around the corner.
- (5) The bigger the challenge the bigger the opportunity.
- c. Believe in Yourself...or no one else will.
 - (1) Start with "I am Successful" which unleashes the greatest you today!
 - (2) Your focus and passion must be non-negotiable.
 - (3) Negative people are dream killers...stay away.
 - (4) Turn away from all negative influences (TV is #1)
 - (5) Your actions need to be consistent/congruent with your values.
 - (6) Your heart and mind must be in total alignment to achieve massive success.
- d. Build a Good Team
 - (1) There is no "I" in team
 - (2) When people think of "your space", you want them to think of YOU...and to do that, you need to build a great team.
 - (3) "Paying too little for bad help is what too many people do."
 - (4) Connect with your team by sharing your vision. People are looking for something to stand for.
- e. Get Yourself Accountable
 - (1) Only way to be successful in business is to be accountable.
 - (2) More than 90% of the companies in the US fail in the first 2 years. Failure to have a success track...day after day track your business.
 - (3) Great technique: "10 Before 10"
Choose the 10 most important things to accomplish before 10 a.m. Do this everyday. When done, reward yourself with something you enjoy. Instead of being busy, why not be productive! Try it for 14 days (as it takes that to become a habit). You have to do things differently to create different results.
 - (4) Your habits become your character. Your character becomes your destiny.
 - (5) Get a great Mastermind team..."Your net worth is equal to your network."
 - (6) Ask and answer these questions everyday:
 - (a) How many new people do we prospect?
 - (b) How many new customers came into the business?
 - (c) How many new referrals did we get?

Everyone on your team including you must be accountable to win in this new economy.
- f. Dance with Challenges
 - (1) The bigger the challenge, the bigger the opportunity.
 - (2) Focus on change to change your environment.
 - (3) If you create more value, you will bring in and retain more customers.
 - (4) Every challenge brings great opportunities so do not allow stress in.
 - (5) Surround yourself with great people, great leaders who challenge you.
 - (6) Vision will carry you through all those challenges.

Les Brown said: "You don't get in life what you want. You get in life what you are."

 - (7) "In order to do something you have never done, you must become someone you have never been."

(8) "Whoever you hang around with, that is who you will become."

g. Be Consistently Persistent

(1) Les Brown: "When you want something bad enough, you will do things that other people just won't..."

(2) Gary Player: " What you will find is that the people who work the hardest tend to get the luckiest."

(3) Model yourself after those that are top winners. You have to be consistently persistent.

(4) What is the Obvious? It is the WORK it takes to achieve business success.

(5) Consistency is crucial.

(6) If you are not making progress, get around people and ask different questions. Change the people you are associating with to find those who challenge you.

(7) List your top 5 Goals for the next 30 days. Own the language you have written...map it so you know where you are going. Then DO IT!

(8) In your business it is YOU who has to motivate and push yourself. Having that great Vision helps you even more at being ***consistently persistent***.

h. Pay it Forward

(1) When you pay it forward the universe begins to yield what is possible...but only if you BELIEVE IT.

(2) The mentality of working and then getting paid is that it is a very limited outlook: a person with no big vision, big passion, big inspiration to make a difference on this planet.

(3) Help others first by providing value and it will come back to you a hundred fold. "Help enough other people get what they want, and you'll get what you want. It is about FAITH not FEAR.

(4) By focusing on creating unlimited value, it becomes a habit and you build on it. Every day ask "What can i do to create great value and expect nothing back?"

4. The 12 Obvious Universal Laws for Business Success

Point toward what is important for you as you develop and maintain your business.

Each point is critical and they are synergistic with each other as well.

Each had a series of specific questions to answer for GREATER CLARITY.

a. The Obvious Law of Focus

b. The Obvious Law of Planning

c. The Obvious Law of Resource Management

d. The Obvious law of Innovation and Change

e. The Obvious Law of Communication

f. The Obvious Law of Accountability

g. The Obvious Law of Productivity and Work Quality

h. The Obvious Law of Personal Character and Belief

i. The Obvious Law of Team Power

j. The Obvious Law of Negotiating

k. The Obvious Law of Mentorship and Practice

l. The Obvious Law of Service

5. The Obvious Universal Laws in Action

a. Live the Dream

- 1) Have faith
- 2) All distractions are equal
- 3) Invest in your education over and over

b. Joint Ventures

- 1) Do you know someone with a great product?
- 2) Is there potential for residual income?