

The Power of Perseverance

Monday Call, January 9, 2012

- Tuesday Night Live – Merri-jo Hillaker 7:30 Pm CST - Mannatech Corp Offices or www.Mannatechlive.com
- Mannatech Better Body Promotion – OsoLean, Empact, Sport for \$83.00 and Free Shipping and 114 PV... What a deal!

Article by Don Hutson

1. Biggest Loser "winner" Patrick House
 - a. Most important factor in losing 200 pounds? "Number 1 was perseverance"
 - b. What stops most people? we give up too quickly
 - c. How do we know? Check out new gym memberships in January, and how many quit coming in February.
2. Key factor in persevering is Motivation
 - a. Henry Thoreau defined as "the pull of anticipation and the push of discipline"
 - 1) Anticipation is your goals, visions, objectives you set
 - 2) Discipline is your work ethic and determination to follow through
 - b. Al Bala: Motivation is a combination of two words: Motive and Action, and the only other element is BELIEF!
 - 1) belief in your self
 - 2) belief in your product
 - 3) belief in your industry (MLM)
 - c. Goals are no good, only wishes if you fail to write them down
3. Six barriers that keep our goals from becoming a reality
 - a. **Lack of CLARITY**

Here we go with Tony Jeary's book on Strategic Acceleration: (See Nov.28, Dec 4 trainings)

The more detail you attach to a GOAL, the more likely you are to follow through on it. Example: the Why (purpose), When (completion), and What (current situation versus end game).
 - b. **Lack of COMMITMENT**

Write them down, share with others, put something at risk, have accountability partners, take on the attitude "It will happen NO MATTER WHAT."
 - c. **Lack of BELIEF**

What is your Belief System? Exercise 2 in Strategic Acceleration. This is a window through which you see the world. These are YOUR INFLUENCES...the good news, you get to choose them!
 - d. **Lack of PASSION**

Fire in your belly propels you toward action and results. Get fired up about getting started and then GO FOR IT! "Vision without action is hallucination."

e. ***Lack of CONGRUENCE***

Your new goal must be consistent with your values, with your belief system, with your other goals, and your capabilities. If too outlandish, the incongruence of it will short-circuit your belief in your ability to get it done.

f. ***Lack of FOCUS***

Again, Tony Jeary's Strategic Acceleration, FOCUS is step 2...(See Dec 11 training). Stay focused on the vision. Cavett Robert defined character as "the ability to carry out a worthwhile plan long after the mood in which it was made has left you."

4. GAP: between potential and performance
 - a. We all have it; it is true for all of us.
 - b. High performers simply have a smaller gap.

5. Each of us has 2 self-images: a present self-image, and a projected self-image.
 - a. Current: snapshot of how we feel right now about our current strengths, weaknesses, and capabilities.
 - b. Projected: a vision of where we see our self in the future with those respective strengths, weaknesses, and capabilities.
 - c. Discrepancy: the difference between the two self-images is the source of that fire in your belly!

"When you stop setting goals, you essentially direct your subconscious mind to go ahead and start preparing for death."