

## “The Secret Code of Success” Part 1

Monday Call, August 15, 2016

- Add Success Calls to your weekly routine – Thursday at 10 AM CT
- Check out New Back to School Special – Buy 2 Immunostart and get a free Mannabears
- Check out the new Video: TruHealth™ : Understanding Body Composition Index
- Are you consistently using the Mannatech+ app?
- Next DFW Monthly Saturday Business Training is September 3rd at Corporate Offices at 9 AM – 12 PM and [www.mannatechlive.com](http://www.mannatechlive.com)

### Book by Noah St John

Preface by Jack Canfield...Noah saw so many who had gone through so much self-development, still stay stuck. So, he went after the project of answering “***why do so many people hold themselves back from the success they’re capable of?***” And then solved the problem...No matter what area of your life, career, and relationships that you’ve ever experienced.

Jack’s one question to you: “What are you waiting for?”

Foundations:

#### 1. What is wrong with this picture?

Americans spend \$11 billion on self-help a year (“Shelf help”) So why no results?

Answer this first: What causes human behavior? “Scale: Why-To benefits weighing against Why-Not-to Costs.” ASK: why you are on this call/reading this book?

What does this scale have to do with Success? We all want to succeed...BUT the “Iceberg of Consciousness” Why-To’s for success in your conscious mind, Why-Not-To costs in your subconscious

Ever thought of costs of success?...too busy, take a lot of time, extra responsibility, family may not approve these are all held in the subconscious mind

Start being successful and FEAR sets in ...why? your scales of success started to tip...

You do what? whatever it takes to avoid the fear; you self-sabotage. “See I told you...I knew you couldn’t handle it.”

“A feeling is a RESULT, not a cause.”

Feelings don’t cause themselves. “Fear of success: or “Foot on the brake” syndrome...caused by your “Why Not To’s of Success”

#### 2. The little assumption that is costing you a fortune: “all we need is to be taught how to succeed and then we’ll be successful”

You can never solve a WHY TO problem with a HOW TO solution.

*Set your Goals/Visualize it/Believe in yourself/Work smarter not harder/You can do it*

Does this work? NO.

4 steps in typical success programs:

- a. Set your goals
- b. Do something (action toward goals)
- c. Evaluate
- d. Try again

4 steps in the real world:

- a. The fog (we really don't know what we want)
- b. Treadmilling (work really hard and get no where...busy all the time)
- c. Feel like a failure...getting nowhere (it doesn't work)
- d. Try again

If you really want to reach your full potential you don't need any more "how to succeed"  
He is not going to teach us "how to succeed" for we know all of that...he is going to  
"allow us to succeed"

### 3. The Secret Code Revealed

Are you settling for the crumbs of life?

Compare to anorexia/bulimia

Except instead of food, we are starving ourselves of success...

A success disorder: for women if we are taught our worth comes from our physical body  
(and that is all around us), we have low self-esteem so we punish ourselves with eating  
disorders. (20-21<sup>st</sup> century...we now work, we also have success disorder)

Men are taught their worth comes from their net worth, and they beat up themselves  
when not successful, and punish their material body...starve themselves of success.

This is called a *success disorder*.

It happens when a person develops a deeply negative self-belief ("head trash") and  
unconsciously develops a behavior marked by an aversion to or pushing away of success.

The thought that you are starving yourself of success...most don't even have the idea no  
less any kind of solution. "Success Anorexia" is what he calls it.

#### **Two truths:**

1. Everyone has potential.
2. No one has reached it yet.

*We have fear not being who we really are, what we fear even more is being who we  
really are.* (Marianne Williamson quote)

Neal Donald Walsch author of Conversations with God, said "Since the beginning of  
time, all we have wanted is to love and be loved. And since the beginning of time, all we  
have stopped from happening is to love and be loved."

Purpose of this book: to give you permission to be who you really are...permission to  
succeed. How can you gain that if you don't already have it?

The "3 percenters:" Money, wealth, happiness given equally to all...it's just that few  
people ever choose to take them and make correct use of them.

Here is their big secret: you can be a 3 percenter too...but only if you learn and follow  
their 'secret code.'...and they can't tell you how they got there!

Remember the 4 stages:

1. Unconscious incompetence: you don't know that you don't know
2. Conscious incompetence: you know that you don't know
3. Conscious competence: you know that you know
4. Unconscious competence: you do it without conscious thought

Successful people many times don't know why...they are unconsciously competent...the  
true causes of success are often hidden and counterintuitive. These 3 percenters were

living by “a Code”...unconsciously. They tell you to think positive, set goals and just do it.

The Secret Code of Success is a way of life...involves being and doing. It is a code of living.

Being: discover Who You Really Are

Doing: is to act in accord with Who You Really Are

Why follow this Code?

Move beyond Behavior!

***“you cannot hold yourself back from success if you simply do the seven Code Steps.”***

## **The 7 Hidden Steps to More Wealth and Happiness**

### Step 1. Affirmations (not a mis-spell)

Empowering questions that immediately change your subconscious thought patterns from negative to positive.

“Every sentence I utter must be understood not as an affirmation, but as a question.”

Niels Bohr, Nobel Prize winning Physicist

He was looking around at all the affirmations and then thought if I have been saying all this for years, why does my life suck? There must be a better way to feel good about myself...what is it?

“If human thought is the process of asking and searching for answers to questions...why are we going around making statements that we DON'T BELIEVE?”

Why affirmations don't work as advertised...because we just don't believe them. You were told to use statements when your mind responds to questions.

Every problem you will ever have is merely a questions that has not been answered as of yet.

“Rather than making a statement you don't believe...why not ask a QUESTION that can transform your life?”

You are creating the reality of your life right now in 2 ways:

1) by the statements you say to yourself and others

2) by the questions you ask of yourself and others

When 2), your mind goes into Automatic Search function

We are even told biblically “Ask and you shall receive.”

***“If you only change the statements you say without changing the Questions you ask, you're missing out on the fastest easiest way to change your life that's ever been discovered.”***

What kind of questions?

If chronic worrier:

Why am I worry free?

Why do I enjoy a full night's sleep?

Why do I put my trust in God's hands?

Why do I love me?

Notice the questions are empowering...positive not negative. You manifest what you focus on.

Exercise:

List the 5 most disempowering questions you hear in your head.

Rewrite these now to be empowering questions...reverse the negative to positive.

The purpose of Affirmations is to change your disempowering questions to empowering questions.

You will gain conscious control over your thoughts, seeds you are planting which will change your life.

(Why affirmations? “Form” new thoughts...)

We are already doing this...thoughts like “Why am I so stupid?” But negative...

#### 4 Steps to Create Affirmations that can change your Life

1. Ask yourself what you want

2. Form a question that assumes that What You Want is Already True

*“The quality of your life depends on just two things: the quality of your communication with the world inside yourself, and the quality of your communication with the world outside yourself.”*

So, just ask yourself “why is (what you want) true in my life now?”

3. Give yourself to the question

Ask better questions...and your mind will automatically focus on things you’ve never focused on before. ex: “Why am I rich?” focuses on what you have not LACK! If you focus on what you don’t have what do you attract? More of what you don’t have.

4. Take new ACTIONS based on your new assumptions about life

Confident people have an easier time in life. Where does the behavior of confidence really come from? It comes from your hidden subconscious assumptions about how life is going to treat you. Some of these assumptions you made years ago...don’t even know they are there.

Remember: the whole point of Affirmations is not to find the answer...change what your mind automatically focuses on.

#### **NEXT WEEK:**

Step 2. Loving Mirrors and Safe Havens

How to gain unconditional support for your life, career and relationships.

Step 3. Systems of Support

Your life and your business have 5 essential systems that must function properly to create maximum success with minimum effort.

Step 4. Goal-Free Zones and Goal Replacement Surgery

Unplugging to re-energize and revitalize yourself daily. Goal surgery to discover your daily goals are yours or someone else’s

Step 5. Who are you Trying to Protect, Punish, or Please?

Many hold themselves back to protect or to punish someone else. Must free yourself of that block.

Step 6. Find Your No

Many have lost their ability to say NO to others. You become a doormat to other’s agendas

Your dreams are just as important as others.

Step 7. Find Your Because

Deals with your mission, your “Ultimate Why.” Most people are truly clueless leading to frustration, anger and boredom to depression and the deepest depths of despair.

Next Steps:

1. Now What?
2. Your Free Bonus Gift
3. Spread the Word

***“Our deepest fear is not that we are inadequate. Our deepest fear is that we are powerful beyond measure. It is our light, not our darkness that most frightens us. We ask ourselves, 'Who am I to be brilliant, gorgeous, talented, fabulous?' Actually, who are you not to be? You are a child of God. Your playing small does not serve the world. There is nothing enlightened about shrinking so that other people won't feel insecure around you. We are all meant to shine, as children do. We were born to make manifest the glory of God that is within us. It's not just in some of us; it's in everyone. And as we let our own light shine, we unconsciously give other people permission to do the same. As we are liberated from our own fear, our presence automatically liberates others.”***

*Marianne Williamson*