

“The Secret Code of Success” Part 2

Monday call, August 22, 2016

- Mannatech Social Media Webinar with Ty Tribble tonight at 8 PM CT - <https://app.webinarjam.net/register/30363/8c75c59f2a>
- The next “Tuesday Night Live” at Corporate Office is August 23rd at 7:30 PM with Presidential Kevin Robbins
- Add Success Calls to your weekly routine – Thursday at 10 AM CT
- Last Week of BP... check out Success Tracker to make sure everyone qualifies
- Next DFW Monthly Saturday Business Training is September 3rd at Corporate Offices at 9 AM – 12 PM and www.mannatechlive.com

Book by Noah St John

Last week: Review Foundations/ Step 1: Affirmations

1. Step 2: Loving Mirrors and Safe Havens

a. Look in a mirror and see you...not who you want to be but YOU.

What is wrong with this picture?

Telling people to set goals and believe in themselves...does this work?

When you set goals you are going to you...*who is the worst person to know what you are truly capable of? YOU*

b. Your eyes...you can never see them without the help of something outside you.

If distorted vision of you is all you've known, what will show up for you?

When who we are is not accurately reflected by those around us, we develop a Negative Reflection. (head trash)

c. Why don't you believe in yourself? Life...

What is your “hammer”? To get you there? The support of people who believe in you, more than you believe in yourself.

Believing in you is the 3rd stage not first: 1) someone believes in you, 2) you believe in someone 3) you believe in you.

“You can't fully perceive your own value any more than you can see your own eyes.”

d. The Loving Mirror Principle...find “Loving Mirrors” for your Life

1) Someone gives you unconditional support. (the Death Crawl in “Facing the Giants”)

2) Unconditional support for you...sees your capacity, “I know you can do this.”

3) Someone believes in you more than you do.

If you don't have one/many in your family, find them as an adult.

e. Safe Haven: someone who sees your capacity and potential and holds you to a higher standard, keeps you accountable.

If you don't do this step, don't bother with the rest. Find Safe Havens for your Business.

“Trying to succeed without support of others is like standing on a gold mine and digging with a teaspoon.”

f. Exercises:

1) Excavating and Evicting your Negative Reflection (your bully)

2) Get out of Darkness

3) The Lamppost and the Signs

What are the top five negative signs placed upon me?

Again share with others...bring your Authentic Self to the forefront!

4) The 7 Key Support Questions

g) What do I say when I walk up to Loving Mirrors in my life?

Where you come from (place of authenticity) more important than what you ask.
Listen...the #1 thing human beings are silently aching for is simply to be heard – not being made wrong.

You can have excuses or success...not both.

This is all about the unconditional support of other people to become the person you were meant to be.

2. Step 3: Systems of Support

a) Your house is built with Structure and Systems

When the Systems don't work you have a non-functional structure...same with your body.

b) 2 things missing from most people

a) No idea the Systems of their lives

b) Almost no one knows how to fix these Systems when they're broken

c) 5 essential systems of SUPPORT in your life and business:

a) People System

b) Activities System

c) Environment System

d) Introspection System

e) Simplify System

If anyone is not working in either Life or Business, you pay a price! You sense something's wrong but don't know how to put your finger on it.

People System: most essential. Five "A's"

(1) Acknowledge: your willingness to do so is what it comes down to
Why is it we are always ready for others to acknowledge us not vice versa?

(2) Ask: Why are we ***afraid*** to ask people for support? Persistence is a behavior...if you don't have it must find a deeper Why-To.

(3) Accept: accept support from others; higher level than to ask
you must receive it in Accept. We tend to push it away...undeserving.

(4) Accountability: we will do more for other people than we will do for ourselves. 2 essential experiences we human beings want are significance and contribution. So, start asking now "when the money starts rolling in..."

(5) Affirm: Affirm for the life you really want...then let yourself enjoy it

d) Exercises:

1) Install the 5 A's in your People System

2) Activities: two questions to explode your productivity:

2 Columns: A. what would I love to do more of? (fill tank)

B. what would I love to do less of? (empty tank)

3 resources we have: time, energy and money

Most important? Time because you can never get it back.

So, fill your tank with productive time...activities that move you toward what you want.

DO DELETE DELEGATE!

3) Freedom Power Pack for Time Management

Looks at 5 essential systems but also puts them in context within the 4R's

a) the Role in which you are working

b) the Result you want to achieve

c) the Resources you will need to do them

d) the Relationships needed to provide any resources you don't have

Get out of "Familiar" Zone (no such thing as comfort zone)

Clearing the clutter

4) Installing your Environment System

What are your biggest blocks in Home, Work, Emotional, Spiritual Systems?

Home and Work: Write them down. Head trash will say money...wrong!

Emotional: #1 is fear and resentment...one is about future the other about the past

Spiritual: most don't believe miracles can happen for them. God has forsaken them.

Activities to CLEAR: clean up the office and throw stuff away! No more clutter

Introspection: look within...the world is a noisy place.

“If you don't install an introspection system, the crush of information and to-do's can overwhelm even the most peaceful of us.”

Daily Introspection includes:

Journaling, Meditating, Prayer, Reading Sacred Literature, Walking in Nature, Gardening,,

Acknowledge your successes

5) Simplify Your Life

Delegation is critical: evaluating tasks, who to delegate for WIN WIN,

understanding the Larger Win, What Actions can you do TODAY more than yesterday?

People do more and have better attitude when they see they are contributing to something greater.

3. Step 4: Goal Free Zones and Goal Replacement Surgery

“Many people are climbing a ladder of success that's leaning against the wrong wall.” Stephen Covey

a. 3 Reasons we don't reach our goals:

1) we are going after something we really don't want

2) our goals are impossible

3) we haven't given ourselves permission to stop setting goals

Your Negative Reflection is always going to tell you “you are not good enough.”

Our habits are like gravity...we do them without thinking.

b. Goal Free Zone: a time and place you give yourself permission to stop setting goals...you need to unplug from work

1) To avoid burnout

2) To get it that your worth doesn't come from your achievements

Learn “your worth just is”

3) To reduce the effects of Information Overload

4) To reconnect with your Authentic Self...that still small voice that is the voice of your intuition. Your best ideas come when you are relaxed, not at work...a non-linear time.

c. Exercises:

1) What are my favorite Goal Free Zone activities?

2) When do I enjoy doing them

3) What negative beliefs do I have about Goal Free Zones?

4) When are these beliefs not true?

5) What will happen if I don't use Goal Free Zones?

Bottom Line: if you want to be rich and happy, you cannot be normal!

“I may be weird but you are broke.”

Lies we tell ourselves: I don't deserve it, I can't afford it, I don't have time, I don't have the money...write yours down and then answer “Why are these lies?”

Be aware of that Negative Reflection versus Authentic Self

And if you keep doing what you have always done, you will keep getting what you have always gotten.

Dump Excuses

Rich and happy people are not smarter than you. They just developed the habits of being rich and happy. Most people work harder and harder just to get the same results.

Manage your energy:

Physical Energy

Emotional Energy

Mental Energy

Spiritual Energy

d. Performing Goal Replacement Surgery

1) Why? Most people are going after things they really don't want or that aren't theirs...someone else told them to do it

2) 3 kinds of goals need to be replaced:

a) impossible goals

They are not conscious, but in our subconscious

b) someone else's goals

c) goals you don't really want anymore

3) Exercises to perform goal replacement surgery

Examine your goals; why do you have to do them and who told you; Do they fit in the 3 descriptions above?; What principles do you choose to live by?

4. Step 5: Who are you trying to Protect, Punish or Please

Subconscious reasons why people hold themselves back

a. Protect: holding us back...because we are unknowingly trying to protect someone else from our success. Could be a spouse, no time for kids, people will stop liking me except to get money, etc. (hidden fears turn out to be huge WHY NOT TO'S).

b. Punish: mad at parents for XYZ...so punish them so they can't say what a good job they did. Why To? you get to hold onto your anger. The power of "I'll Show You." This can be used to succeed or also to fail.

c. Who are you trying to please? by succeeding or not succeeding

Some work very hard for approval, others stop themselves to please someone. The real question: What are you really afraid of? ...afraid of disapproval, of not looking good...

d. FEAR is not False Evidence Appearing Real

Fear is an emotion caused by the expectation of pain.

Fear is natural when we are not in control.

Overcome fear by accepting the pain that you might feel as a result of your actions.

5. Step 6: Find Your NO

a. Your ability to say NO and not feel guilty for it.

We are socialized to be nice and make accommodations for others.

The "3%'ers" understand prioritizing their agenda. They have learned how to disagree without being disagreeable.

b. How does one learn to do that?

Three distinct aspects to finding your NO:

1) Find your Personal NO

2) Find your Interpersonal NO

3) Find your Global NO

c. Exercise for Personal No

1) What time, money, energy draining activities are you doing?

2) Why I'm doing them and what it is costing me

3) BETTER USES of my resources of time, money and energy

4) ACTIONS I can take to reallocate my Resources to get what I really want

Procrastination is caused by FEAR...you might be afraid of getting what you want or not getting what you want...

What is this costing me?

People say “I’ll do _____ when I have more time, money and energy.” But you are not using those assets properly now!

Rich people are masterful at managing their money...did they start once rich or long before and it was this habit that helped them get there?

Reallocate your resources:

What actions can I take to reallocate my resources of time, money and energy?

If you don’t know what rich people do study their behavior. Get help!

d. Exercises for Interpersonal NO

Detect, Deflect and Reflect Method...

1) Detect when people are asking you to something, and that you can say yes or no to that request.

2) Deflect. By asking the person “what exactly do you mean by that? Tell me more about it. Why do you want that? Help me understand.” Become a detective Colombo

3) Reflect. Send arrow back and synergize. “I’d love to do what you are asking but I am not going to be able to give it the attention it deserves. However, I may have someone who can help you.”

POINT: If you don’t value your time, no one else will.

e. Find your Global NO

a. What is it? Means you know your purpose on Earth, and you commit to stay on track even when it is easy to fall off.

When you know your “Ultimate Yes” – your purpose or mission, much easier to say no to what is not truly important as it doesn’t fit within your mission.

b. Your Global View deals with integrity.

Integrity: you are who you say you are and you simply don’t deviate from that.

c. Talk the talk and walk the walk...all the way, no cutting corners. Make a list of people you admire and why. List their aspects of character that you would like to be known for. When you come up with a situation, “What would this person do?”

6. Step 7: Find Your Because

a. Most people don’t know why they are here on Earth. This can lead to feelings of despair, depression, frustration, guilt.

“Your Because” is your Ultimate “Why To”

Knowing your Because helps to make you unstoppable.

People don’t follow followers they follow leaders.

b. Three aspects to Find Your Because

1) Define your core competencies

Simply what you are good at...combine your strengths, skills and desires.

(a) Describe your strengths

I feel strong when...

People I trust told me my strengths were...

Specific actions leaders I admire do/did that I respect...

Actions I can do to express my strengths...

(b) Document your skills

Strengths and skills are not the same...skill is activity

What are you very good at?

What do people say you are good at?

What do you love doing?

Actions you can take to increase your skills

(c) Define your desires

If money were no object what would you do

You are happiest when you...

You are excited when you...

Actions you can do to follow your dreams

2) Identify your avenues of expression

- (a) Reveal who you really are
- (b) Review your roles: all the roles mom, artist, singer, Christian, etc.
- (c) Resolve to persist

3) Release your Spirit

- (a) Two sentences that describe all human emotion:

“When your *opinion* of your past, present, or future tends to be positive, you will be happy.”

“When your *opinion* of your past, present, or future tends to be negative, you will be unhappy.”

Notice: it is not what happens to us but rather OUR OPINION of it.

- (b) “If you want to Release your Spirit and live the life of your Dreams, all you have to do is change your opinion of your past, present and future.”

Past: Forgive your past: make your list (and you are on it) then do it

Present: Appreciate your present

No matter where you are, do you know how many people have

NONE of the things you take for granted?

“You don’t have to wait until something’s taken from you in order to appreciate the fact that it’s there.”

Exercises on appreciation.

Future: step into your best...

Write what happens on your perfect average day.

Don’t write about your perfect day idealized. This is about describing what happens in a perfect average day when you are happy and doing what you really want.