"The Slight Edge" In your business and personal life
Monday Call, August 13, 2012

- Mannaquest – Aug 31-Sept 2 – An event you do not want to miss
- Tuesday Night Live - Merri-jo Hillaker – Mannatech Corporate Offices at 7:30 PM CDT or www.mannatechlive.com

Book by Leo Weidner

1. Intro: why is it we "settle" when there is so much more?
   a. How do we turn our dreams into our reality?
   b. Step by step implementation plan for you to achieve that dream.
   c. What keeps you from achieving your dream? Nothing!
   You don't need but one thing: to understand the little things, the step by step process you can do each day, and understand how to tap into the fuel that these emotional experiences can give us...you just need "the slight edge."
   d. Napoleon Hill...Leo worked with him to build a system of simple tools to allow everyone to enjoy success. It is called *The Life Balance System.*
2. The Bunker Bean Effect...what is your vision for your life...how great can it be?
   a. HE was an orphan and left to wander as a child. Went to a mystic, told him everyone was reincarnated and Bunker was the reincarnated Napoleon Bonaparte.
   b. He started living like Napoleon, grew in strength and power. He went back to the mystic and asked who he was before Napoleon, and found he was Ramses the Great. So he added the king status and accrued much power and money. When he finally figured out his mystic was a fake, a new and inspiring truth emerged: "I can be anything I can imagine and visualize in my mind."

3. Harness your Brain's Natural Power
   a. Olympics: shows the difference between a gold medal and not is just a few tenths of a second. The difference: slight edge. Those who are Regional Directors versus those Presidentials? Just a slight edge.
   b. The enormous power of habits...habits of thinking.
   c. Habit formation is your brain's number one priority. The most effective way of being efficient is through the formation of habits. But it also "destroys us" since we hate letting go of already

established habits.
d. We see the world not the way it is but how we have trained ourselves to see it. Change your "mental models," change your life.
e. This book has all the tools. Don't take short cuts; have a great ***motive*** to change. It must be yours.
Listen to the CD "The Real Switch"...the rope across two bldgs.
The tools are all based on identifying a motive, and using its power to keep us on track. What is your motive?

4. Two Simple Lifebalance Tools That will Give you Success...Right NOW
   a. <u>The Byte - Instant On-The-Spot success</u>
   Study shows: 1 out of 110 people focus on the way things can be. The rest...on reasons why not.
   It is impossible for your mind to focus on two dissimilar thoughts at one time; when your mind is filled with thoughts that are not in harmony with your goals and desires, use the "Byte." Change your mental models, change your life.
   The Byte: 4 steps to create your first (example is on a relationship with a person):
      1) Name an individual you want to improve relationship with.
      2) Connect to deep emotions and meaning.
         a) Write down the most positive attributes, gifts talents of the person you chose.
         b) Think back to some of the most positive/inspirational experiences you have had with that individual. Detail your feelings during these times.
      3) Transfer all of this onto a 3 by 5 index card and carry it around with you.
      4) Every time you think of that person, pull out that card and read it.
   The Byte can restore any relationship...including negative feelings you may have for past experiences. But it is also the universal change mechanism: your one on ones, your presentations, your compulsive behavior and addictions, etc.
   b. <u>The Miracle of Feelings Journaling</u>
   Look around and see peoples' faces throughout the day...most are like robots. People look like they are on auto-pilot. How busy is your life and are you on auto-pilot most of the time?
   We try to be efficient, and live our lives at very low levels of awareness, feelings. Our numbness is a huge roadblock to our

success.

How do we switch off auto-pilot?

Feelings journaling is one of the most powerfully productive and positive processes you can experience...accessing and expressing in writing your deepest feelings.

Take the following steps:

1) Be completely open, honest and unrestrictive.
2) It's for your eyes only.
3) Destroy negative entries.
4) Write in the same place and same time.
5) Develop your skills over time.

Now, take the Feelings Journal Checklist Challenge...every day for a week, journal your feelings for at least 10 minutes.

This can be applied to any area of your life you want to change.

Top 8 benefits and applications he has seen with his clients over the years:

1. Crystalize Thoughts, Work through Problems, and Release Stress
2. Purge Negative Feelings
3. Prepare to Communicate
4. Improve Family Relationships
5. Receive Inspiration
6. Increase Creativity
7. Capture Special Moments
8. Write Your Life Story

5. The Slight Edge in Your Career

a. Is your life dying from making a living?

Our society is so very focused on making money...whether to prove our worth, or to just get by or beliefs around we are not enough.

We tend to put more value on net worth than relationships (money is the #1 cause of divorce).

"The key to financial success is creating an environment in your everyday life that allows you to truly focus your attention."

Remember, the mind can not focus on two dissimilar things at once.

If you are pre-occupied with stress and worry, your productivity and ability to succeed will be limited.

Two hands: hold out your two arms with open palms. One is family, other is business. Do exercise.

If you truly desire to make more money, reduce stress, increase balance in your life, the grand key is the quality of your relationships.

6. The Slight Edge in Your Personal Life
    a. Put the most important person in your life first...YOU
    The daily self care routine:
        1) Set a specific appointment with yourself every day.
        2) Believe that this is the most important appointment of the day.
    During this time, focus on improving your spiritual (15 minutes minimum), emotional (5 minutes minimal writing in your Feelings Journal, and physical health (20 minutes minimum in exercise), strengthening you for the trials of the day.
    b. Discover and Attain Your White Hot Imperative (WHI)
    The project that makes us really excited is our WHI...most can not even state theirs. Pursuing the most exciting thing in your life will fuel your drive to achieve everything else you desire and add a wonderful dose of fun to your existence.
    To identify, you've won the lottery so now what? You are going to die in 1 year, so now what? When you were a kid, what did you always dream of doing?
    6 Steps to the Plan:
        1) Describe your WHI clearly and completely
        2) Motive...have a powerful one.
        3) Identify the obstacles
        4) Weigh price against motive
        5) What and when
        6) Create a Byte for your WHI

7. The Slight Edge in your Family Life
    a. Develop a continually growing love affair with your spouse.
    Give at least 2 warm fuzzies every day.
    Create a Byte around your marriage.
    Be a friend.
    Date night.
    Make a Statement of Promise.
    b. Enjoy a Close, positive relationship with each of your children
    Make a daily family connection.
    Dr Hartman "The Color Code" (personality quadrants...great tool for all to know). (Like Robert Rohm at Mannafest)

8. The Ultimate Lifebalance Tool - Your Life Creed

a. Guarantee yourself a lifetime of success

Purpose of a life creed is to act as a catalyst and a source of inspiration. Napoleon Hill's successful people all had a DMP (Definite Major Purpose). Turning your goals and ideals into Life Creed Statements is the first step in turning the picture of who you want to become into the reality of who you are.

Answer the Life Creed questions. "Your Life Creed is a written and recorded visualization of the ideal person you want to be and the ideal life you want to live in the six key relationships (or areas) of our life: Spiritual, Emotional/Intellectual, Physical, Family, Social and Financial."

Go through the steps to create your Life Creed, tape it as well.

Why does this work?

1. Stops self talk
2. Expectation...it is in your own words. Your brain can not distinguish what is real and what is hoped for. Law of attraction...you get what you expect. As a man thinketh so is he.
3. Accelerated-learning music. Use in background when you record your Life Creed.
4. Visualization
5. New Mental models
6. Daily practice and repetition

b. Marvel at your progress with your scoreboard for life

9. Help Others gain Their Slight Edge
    a. Mentoring is achieving the highest level of the Slight Edge

This book truly can change peoples' lives, help people reach incredible results they have never achieved before. Is now your time?? I am committed to doing a full fledged program around Mannatech and "The Slight Edge" starting on September 10.

Radiating Greatness Comes from Within

There is one responsibility which no man can evade; that responsiblity is his personal influence. Man's unconscious influence is the silent, subtle radiation of personality and the effect of his words and actions on others. This radiation is tremendous. Every moment of life man is changing, to a degree, the life of the whole world.

Every man has an atmosphere, which is affecting every other man. He cannot escape for one moment from this radiation of his character, this constant weakening or strengthening of others. Man cannot evade the responsibility by merely saying it is an unconscious influence.

Man can select the qualities he would permit to be radiated. He can cultivate sweetness, calmness, trust, truth, justice, loyalty, nobility and make the vitally active in his character. And, by these qualities, he will constantly affect the world.

This radiation, to which I refer, comes from what a person really is, not from what he pretends to be. Every man, by his mere living is radiating, either sympathy, sorrow, morbidness, cynicism, or happiness and hope or any other of a hundred qualities.

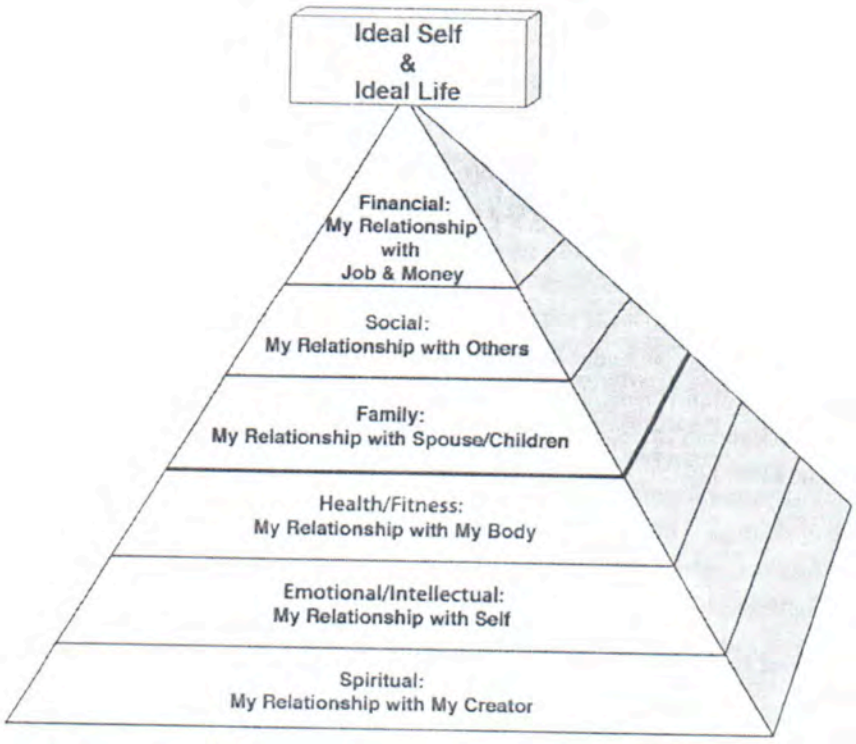
Life is a state of radiation and absorption. To exist is to radiate; to exist is to be the recipient of radiation.[1]

Note

1. David O. McKay, "The Mission of Brigham Young University," 27 April, 1948, given at BYU.

Your Feelings Journal

1. Spiritual
   - How is my relationship with God?
   - What can I do to improve it?
   - Is there a recent – or not so recent – spiritual experience I should record?
   - What blessings have I received from God?
2. Emotional/Intellectual
   - What am I feeling today? Why?
   - What is really important in my life? Why?
   - Where am I improving in my life?
   - What area in my life needs more attention? Why?
   - What am I most excited about? Why?
   - What am I most discouraged about? Why?
   - What am I most grateful for? Why?
3. Physical
   - How do I feel physically? What can I do to improve?
   - What is most discouraging about my physical condition? Why?
   - How is my diet? What can I so to improve it? How would this benefit me?
   - How do I feel about my physical level and exercise? What can I do to improve? How would this make a difference in my life?
   - What am I most grateful for with regard to my physical body, health or abilities?
4. Family
   - How has _____ (name of spouse) blessed by life?
   - What are _____'s (name of spouse) strengths?
   - How have each of my children blessed my life? (List each child separately.) What are each of their strengths?
   - What compliments or disappointments do I have?
   - Are there any areas of concern I should focus on?
5. Social
   - How can I improve my interaction with people?
   - Which of my friends needs some special attention? Why? What can I do to help?
   - How has someone among my friends, neighbors, or colleagues blessed my life?
6. Financial
   - What am I am working toward in my career? Why?
   - What am I most concerned about? Why?
   - What do I find most exciting about my work? Why is this exciting?
   - What do I find most discouraging? Why?
   - How have I been blessed financially?


Ideal Self
&
Ideal Life
Financial:
My Relationship
with
Job & Money
Social:
My Relationship with Others
Family:
My Relationship with Spouse/Children
Health/Fitness:
My Relationship with My Body
Emotional/Intellectual:
My Relationship with Self
Spiritual:
My Relationship with My Creator

The Warm Fuzzy Gifts

1. **I Love You**: Always tell her at least three times a day, "I love you."
2. **I Appreciate You**: Every day look for something to appreciate – something she has done for you, the kids, or others. Express your appreciation by telling her or writing a little note.
3. **Affirm Her Gifts**: Make a list of her gifts of talents and everyday try to mention have she has impressed you with at least one of her gifts or talents.
4. **Recognize Her**: Every day try to recognize something about her that stands out. "You look great" is okay, but it's too general. Be more specific: "You're hair looks really nice' or "You have beautiful eyes" or "That dress looks great on you!"
5. **Serve Her**: Look for some way to serve her – wash the dishes, run an errand, fill her glass with water – anything to show her you're thinking of her and want to make life easier for her.
6. **A Love Note**: Jotting down some tender feelings about your spouse and leaving a note where she will find it later is magical.

Spiritual: My relationship with my Creator

- Is there anything I can do to make my life more spiritual? If so, why do I want to be more spiritual?
- Do I honestly want to become more religious? In what way(s)? Why?
- Should I spend more time reading or listening to religious or spiritual literature? Like what? What would this do for me?
- Am I tolerant of others' beliefs? What concerns do I have about my attitude in this area?
- What blessings in life am I most grateful for? Why?
- What kinds of people or events make my inner spirit come alive? Why?

Emotional/Intellectual: My relationship with myself

- What mental strengths would I like to foster in myself? Why?
- What intellectual strengths would I like to nourish? Why?
- What can I do to cultivate a better self-image?
- What behaviors or thoughts would I like to change? If these were changed, how would my life be different?
- What books would I like to read? Why?
- What special knowledge or educational degrees would I like to obtain? Why?
- What are some other personal qualities I would like to promote in myself? Why do I believe these are important?

Health/Fitness: My relationship with my body

- How do I feel about the way I look? Why do I feel this way?
- Looking at my physical appearance, the aspects I like most or am most proud of include _____. Why?
- The aspects I like least or am least proud of include _____. Why?
- What are my ideal weight and measurements? Why do I believe these are ideal?
- What elements of an exercise program would I like to include in my daily/weekly routine? (Give details.)
- What part of my diet would I like to change? Why?

Family: My relationship with my spouse and children

- What can I do to be a better spouse? How would this improve my marriage?
- I can show my spouse I love him/her by _____. I can do this daily by _____.
- I can show my spouse I want to improve our marriage by _____.
- What positive qualities in my spouse do I want to reinforce?
- How would having a date night with my spouse each week improve my marriage?
- How can I show my spouse how I truly feel?
- I show my spouse I put him or her first, by _____.
- I express approval to my spouse by _____.
- What things about my family am I proud of? Why do these things make me proud?
- What in my family life would I like to change? If this were changed, how would my family life be different?
- How can I encourage more love in my family?
- How much quality time do I spend with my family? How much time, quality and quantity, would I like to spend? What would I do with this time?
- How can I spend twenty minutes a week with each one of my kids?
- I show affection and attention to each family member by _____.
- I can openly and honestly communicate with each family member without being defensive by _____.
- My loved ones can tell me how they feel without fear because I _____.
- I sometimes make my family feel like I put my work first when I _____.
- I can show my family they are more important to me than work by _____.

Social: My relationship with others

- How do I feel when I'm around other people? Why?
- How would I like others to treat me differently? Why?
- What can I do to be more open and free with others?
- What dreams of leadership do I have? Why?
- What can I do to be a better listener? How would this improve my social life?
- Whom do I offend, and why?

- What can I do to find the courage to open up and ask trusted friends for advice on how I can be better?

Financial: My relationship with money and my career

- If I could have the ideal job, what would it be? Why would this be ideal?
- What excites me the most about my present job? Why is this exciting?
- What things about my work would I like to change? Why?
- Do I work too many hours? Why do I do this?
- What one thing could I do to increase my effectiveness at work? How, specifically, would this increase my effectiveness?
- How much money would I like to earn each year? What would I do with the extra money? Why am I not making this much now?

General: My relationship to my overall life

- Who am I? (This question can stimulate a flood of thoughts.)
- My role in life is to _____. Why do I feel this is my role?
- I would like to be recognized for _____. Why?
- What are my greatest talents, skills, or gifts?
- My greatest frustrations about me are _____. Why are these things frustrating?
- The habits I would most like to get rid of include _____. How would my life be better if these habits were eliminated?
- The habits I would most like to acquire include _____. How would my life be better if I fostered these habits?
- If I had just won the lottery and money was no longer a concern, what would I do with my time? Why would I spend my time this way?
- The one thing I have always wanted to do is _____. Why?
- Where would I like to travel? What would I do once I got there?
- Ultimately, who do I want to be? Why?

Put Together Your First LifeCreed

You now have everything you need to assemble the content for your first complete LifeCreed. Do the following:

1. **Answer the LifeCreed Questions** as instructed in this chapter.

2. **Use the Five Building Steps** to create your initial LifeCreed Statements.

3. **Attach a Motive and Hook** to three or four goals you want to focus on.

4. **Review the categories** of Additional LifeCreed Content and add to your LifeCreed as you deem appropriate.

5. **Review the Sample LifeCreeds** section in Appendix B to obtain ideas for content for your LifeCreed.

6. **Put all of the above** in writing before proceeding to the next section.

Remember, initially your LifeCreed is just a compilation of the various thoughts and ideas you have. It will grow and become more detailed and specific as you listen to it over time.

My Scoreboard for Life

Date: _____

Score
1-10

_____ 1. I look for the good in people.
_____ 2. I compliment people on at least one point during the conversation.
_____ 3. I am a great communicator.
_____ 4. I am positive about others and I hate gossip.
_____ 5. I write thoughtful notes to those I appreciate/
_____ 6. I am a great listener
_____ 7. I have a great memory for names.
_____ 8. I am a mover and a shaker, a creator of innovations.
_____ 9. I have an uncanny ability to change my thoughts appropriate to the situation.
_____ 10. I am in control of my emotions and I remain calm.
_____ 11. I am alive spiritually
_____ 12. I read inspirational material for half an hour every morning.
_____ 13. I pray and mediate sincerely each morning and evening.
_____ 14. I write religiously in my Feeling Journal five days a week at 6:30 p.m.
_____ 15. I am a moral and honest person.
_____ 16. I give _____ (spouse) at least three warm fuzzies in her love language every day.
_____ 17. I have kid's day with _____ (child's name) every Tuesday.
_____ 18. I have kid's day with _____ (child's name) every Wednesday.
_____ 19. I have kid's day with _____ (child's name) every Thursday.
_____ 20. I am healthy and I work out for half an hour five days a week at 7:00 a.m.
_____ 21. I earn $150,000 a year.