

Talking The Business in 2021!

Monday Morning Call June 14, 2021

- Next TNL: June 22nd at 7:30 Pm CT www.allaboutmannatech.com
- This week's "Product Focus:" CardioBalance
- Mannatech Event... June 26th 10 AM – 3 PM -
<https://events.mannatech.com/event/empowered-2021-q2-event/>
- Social Media training with Lindsay.... June 19th at 10 AM CT -
<https://zoom.us/j/215452258>
- Are you registered for Mannafest Sept 3-4? - <https://allaboutmannatech.com/plan-to-be-part-of-the-event-of-the-year/>
- Are you taking advantage of the FREE GI Defense with the TruHealth Bundle?

1. Why GIG Today?

a. ***GIG Economy Expected to Expand Post-Pandemic***

Article: planadvisor, April 28, 2021

A study by the job search and hiring support provider MONSTER, found that due to coronavirus pandemic, 92% of respondents believe now is a good time to search for work in the GIG.

Gallup estimates that the number of GIG workers has risen to 36% of the US workforce! (or about 59 million Americans).

"One of the things that the pandemic has done is force more flexibility on workers and companies."

b. **Larry Thompson**

Impact of GIG economy on the Network Marketing industry as a whole... Huge.

Data shows we have been slowing in growth rate since 2015...

GIG Economy massively growing ...part-time work
flexibility, how to make a part-time income...
not necessarily making dreams come true

So, the new "Dream Come True: "*help others to earn \$500-1500 per month*

We need to sell it differently making it heard a little differently."

c. **John Fleming:**

"The future is brighter than it has ever been. We just need to take the concepts and principles...we in this room (2020) are the start of a movement that no one had any indication of."

The GIG market is huge...

What if there are only a few things you have to do to be successful in your business?

Attract the average person...they are looking for a GIG!

"2/3rds of Americans are going to be on 1099 checks in the next 5-10 years."

We are looking for something different

Next half dozen years working together in our own individual companies

Driving them into this new world

WE will have such an impact on ourselves and our families

The money will not matter

Money does not buy happiness...

How about those same principles guiding you and your life...
take this information and show how to put that into what we are doing...

2. Why Mannatech?

a. Here are my TOP TEN: **TOP REASONS WHY Mannatech outdoes the REST:**

#1. COSTS TO OPERATE: like Uber/Lyft: Maintaining your car due to wear and tear, gas and oil expenses... w/Mtech: none of these outside costs exist as our business is easily done from home with internet and phone.

#2. INVESTMENTS IN INVENTORY: lots of costs if you are manufacturing things to sell like for Etsy and others w/Mannatech the company not only PURCHASES but maintains and then ships all of that inventory to your customers...NOT You!

#3. WAITING FOR CUSTOMERS to call: With Uber and similar GIGS, you sit around waiting for customers to come to you...you are not in control; w/Mannatech you serve others anywhere, anytime no limitation...as if they breathe, they are potential customers or partners. You reach out so YOU are in control of how many you touch per day, finding out what they want to accomplish by sharing the health and income opportunities available through these breakthrough products

#4. PRODUCTION OF MARKETING MATERIALS: in most Gigs, you are on your own taking endless time to make marketing materials; w/ Mannatech the Company produces all of these terrific marketing materials for us with incredible websites and a massive library

#5. PASSION: How does one get passionate about Uber/other GIGS which mostly are only about one thing...making money... w/Mannatech we are changing the World through M5M; We have PURPOSE bigger than ourselves!

6. TECHNOLOGY ADVANTAGES: there are no real technology advantages to the typical GIG:

With Mannatech, tremendous technology to support our efficiency with things like Personal webpages, Mannatech+ Mobile App, Weekly Pay, ATM and more...all being used to give us a tremendous advantage:

#7. INCOME: remember John Fleming's chart on what the average income was for these different GIGS...here it is if you missed it w/ Mannatech we have an awesome compensation Plan to help people get to that \$500 or \$1000 per month...HOW? Just teach your partners to build their Customer Unit, then build Team 2, Team 4 and you are already lightyears ahead of the average income produced by these other GIGS. And there is always room to make more...

#8. "ONE TIME PAY"...Every other GIG is when you sell something or serve someone, you get paid... w/Mannatech you have the opportunity to build your business and get paid continuously...how? by developing customers who get on auto order, and by recruiting partners into the business, benefitting from their sales success as well. SO, when I get someone started, I not only get paid today but next month and then the next month and for as long as they keep ordering as well as their business partners and customers. Add the fact that the average time

people stay on our products is NINE and A HALF YEARS ... we call that incredible residual income, something that I have been enjoying now for 25 years! Virtually All other GIGS are merely exchanging your ONLY LIMITED ASSET which is your TIME... for dollars. You only have 24 hours per day, so your income is always limited! My advice: never tie your net worth to a limited asset (like your time)!

#9. CREATING COMMUNITY: Our world today thrives on Community...just look at Social Media! IN the majority of these GIGs you are out there on your OWN....W/Mannatech ... we have an incredible like-minded COMMUNITY... and those relationships are sometimes in and of itself what keeps the associate base moving ahead! Incentive trips, recognition and great events like this MannaLive add fuel to this comradery that is like family and can last forever!

#10. GREATER RESULTS, GREATER REWARDS: Most of these other GIGS do not provide any rewards/prizes for greater levels of success... w/Mannatech you have the opportunity to travel the world. I have been on 20 Incentive trips with Mannatech all over the world, as well as going to South Africa, Australia, New Zealand and Singapore supporting Mannatech in trainings and presentations around the world. I have gone through 3 passports with Mannatech and you can too!! As well as having "friends around the world!"

b. Here is the link to share if you choose: <https://allaboutmannatech.com/leverage-your-business-with-the-gig-economy/>

3. Understanding the INCOME!

- a. Use "**The Ultimate GIG Income Opportunity**" brochure in library.
- b. Walk through this...then let them know..."If instead of 500 Customer Units, build out to 1000 (which is not that hard since a lot of people will just fall in love with products), then the income after 4 levels is \$8,000+ per month or close to \$100,000 per year!"

4. If you are asking "Can I do this?"

- a. Change the language...Can WE do this together?
 - 1) My and My Upline calls
 - 2) My time
 - 3) My accountability practices
 - 4) My success depends on Your Success so know I am ALL IN
"But, I can't want it more than you want it!"
- b. Support System:
 - Mannatech Support:
 - Mannatech Funnel
 - Mannatech App
 - Weekly Calls (see exhibit 2)
 - Mannatech Library
 - Qrtly Events
 - National Event
 - Product Promo

4. Business Assessment: Network Marketing versus Other Opportunities

- a. Work for yourself...entrepreneurial
- b. Very limited investment (good news and bad news)
- c. You get paid on actual results...TEAM Chemistry and Community
- d. Mannatech: "***SOCIAL IMPACT*** is the currency of the future." Bill Walsh,
top Business Entrepreneur Coach in USA

Is this Business for Me?

On a scale of 1 (lowest) to 10 (highest) put in your assessment:

ASSESS:

1. Take a look at your self-awareness, self-motivation, and self-discipline.
This is entrepreneurship...it takes
 - a. My mental muscle and the ability to delay gratification. _____
 - b. Can you wrap this business/your story around who you are? _____
 - c. What you love, what you've overcome, your natural gifts, and how you want to impact this world. Can you do it through this Business? _____

2. BE COMMITTED to get results or early on rely on others:
 - a. Committed to having a product result. _____
 - b. Support customers who have their own testimonials. _____
 - c. Patience: All of this requires you to "show up for yourself, your team, and your future" long before you make any career level income. _____
 - d. Fast track or slow track...your choice. Most take time for any serious income but massive action can offset some of that time requirement. _____

3. Relationship Skills
 - a. People skills are everything. Examine yours and always be working on "being better." Do you create a community? _____
Do you know what people you talk to really care about?
 - b. People don't care how much you know until they know how much you care. Have clarity on what that means...and become that caring person. Are you friendly yet fun and professional? _____
Do you genuinely care about peoples' results? _____
 - c. As long as you offer value consistently (not the products alone), people will keep connecting with you. _____
 - d. Everyone has a different risk, learning and adaptability threshold. Do you know how to uncover others' risk adversity...to distinguish consumers versus committed entrepreneurs? _____

4. Master Mindset
 - a. "Mastering your mindset is the best thing you will do for yourself in anything in life." This is even more critical in network marketing because you deal with so many people...in areas like health and wealth. _____
 - b. These areas bring out the most fears, doubts and insecurities. You need a heightened level of self-mastery: self-awareness, self-control, self-belief, and self-discipline. Work on YOU first. _____

5. Set Foundation
 - a. Different ways of doing the business. Create/choose what resonates with you. _____

6. Create Consistency

a. Daily you perform tasks. Daily you show up. Daily you share value. Daily you promote the business. Do this 5-6 days per week. _____

b. PATIENCE required. This doesn't happen overnight. It takes hours. You put in the work first. Like working a job and getting promotions. Work first. The more consistent you are showing the business/products, the faster your results will come. _____

c. Work hard at your job, make a living. Work hard on yourself, you'll make a fortune. _____

7. Stay Accountable

a. Be accountable. Failure? Not really failure, just lessons along the way. _____

b. Company and upline Calls and events are non-negotiable. The value of what you learn is worth millions+ of dollars so always participate. You lead by example so if not showing up, none of your team will either. _____

Talk to your ***Future Business Partner*** and review this Assessment.

Total: _____

Why Now Is The Time to Step Into Your Abundant Life



The best time to plant a tree was 10 years ago.

The second best time is now.

With our rapidly changing world, we are now in a unique position to choose two things...

To **survive** or to **thrive**.

If you've read this far down, it suggests you are the kind of person who chooses to thrive...

To be able to provide your loved ones with everything they want and need...

To take the more challenging path now so you can reap the rewards later.

Ask yourself:

If not now, when?