

"The Trophy Effect" by Michael Nitti

August 27, 2018

- Sampling programs: what are YOU doing? TruPlenish now available. Don't forget to follow-up with those to whom you send out samples. This is the last week to get the Empact+ Samples for ½ off.
- Pumpkin shakes are back for a limited time...
- The last Transformation Challenge starts September 1 and any of the two TruHealth Bundles ordered from August 20 counts for the challenge. The bundles are the TruHealth System bundle and the TruHealth Empact+ bundle.
- TNL – August 28th at 7:30 PM at Mannatech Corporate or www.allaboutmannatech.com
The speakers are Kevin and Demra Robbins
- Where are you with respect to the upcoming Cruise?? Get on the BOAT!!
- Next DFW Business Training, September 8th at 9 AM CT... at Mannatech Corporate or www.allaboutmannatech.com

Michael Nitti (special speaker at Tony Robbins' conferences)

"He who knows others is wise. He who knows himself is enlightened." Lao Tzi

1. What is the Trophy Effect?

- a. Process he "invented" years ago....(he wrote a book about it)
How to empower yourself on a daily basis.
- b. The fundamentals of human nature...underneath "stuff"...if you master this you will never forget what he is teaching in his book.
- c. Get unstuck from it as you will see it throughout life. Check out the "winners" in not just MLM but in life...what makes them different?

2. TRUTH: "The secret to life.....there are only two ways of showing up in any given moment! (rest is just filtered emotions)

- a. You are either **Living on Purpose**...showing up with an intention of something
this is most powerful way to show up...
A lot of it is with a greater good.
When you are in this state, you are feeling good..."in the flow"...you are in your heart.
You also find your greatest joy.
When we are there, we wonder how long it will last.
You are responsible...you are bringing it.
- b. 2nd way is **Reaction**
We can easily fall into...but we don't call it reaction.
We fail to OWN THE DISTINCTION...we tend to call it "just life." (State of Acceptance.)
You would never be in any negative emotion "on intention"...always in reaction.
So, not good enough (#1 fear), can't do it (#2 fear), and many spend 95%-99% of time in reaction. Our subconscious continues to want to protect us...feedback based on what we have fed into it.

We still get things done, so sometimes we don't even acknowledge it...
Sad but true: There are people who never even know the "Living on Purpose" state.
"Every time you are tempted to react in the same old way, ask if you want to be a prisoner of the past or a pioneer of the future?" Deepak Chopra

3. Assumption: People want to be in the first state all the time "Living on Purpose"
 - a. Michael Nitti lives in Intention 99% of the time...
He refuses to live in reaction...
What is the way to do that? **Recognize it** (when "in reaction") **and opt out!**
 - b. Love in heart and for the greater good.
Step into leader mode...so have to be in intention in regards to what?
Sometimes that requires stepping into leadership. Fear sets in and there we go again...
 - c. Reaction is default setting of being human...
Got out of bed with intention...then thought about work...there you go!

4. Clear...why we are in a reactionary state...2 reasons why we fall into a reactionary state:
 - a. We are animals...mammals; which means we have a **survival mind**:
purpose is to **perceive threats** and survive through these events.
We can opt out of this reaction of perceived threats (which is biological)...
Early life we were trained any threat to our ego is a perceived threat...
so, we are conscious of looking for these and reacting.
 - b) Fear of not being good enough.
Tony teaches also the fear of not being loved.
If you fear something, you are always focused on that...
Our own mind is always looking for how...why? Because mind is always about survival.
This is about reaction!

5. Once discover stuck in REACTION, can go into INTENTION
 - a. Typically feel bad when end up in reaction...
The mind itself...rewards itself when it finds proof that you are not good enough.
You get a trophy...a negative trophy.
 - b. Visualization Process...
A time when you did not feel good enough?
Mind awards itself and needs to know where to store it...
 - 1) What kind of proof is this?
None of it is true but the mind is surely writing that on the trophy.
Reason: not worth taking care of myself
 - 2) How much proof is it? On a scale of 1-10?
This is not the first time we went to this trophy case of why "I am not good enough."
You lose...but your mind is thinking "I win so another trophy."
Trophy rooms! we have so many trophies...negative, failures, not good enough
Mind thinks it WINS when it saves you and that is how you collect more trophies.
 - c. The good news: We all can "disappear" our trophy rooms...

Intention can overcome "survival": this tug of war...intention wins **only if** focus on compelling outcome.

d. Now think of all of the accomplishments in our lives...how amazing is that these all happened with the big giant trophy room burdening you. What if you could get rid of negative trophy room, and then what would life be like? Good trophies??

WE NEED TO BE PASSIONATE ABOUT ALL WE HAVE DONE!

d. We can CHOOSE every day in our lives...

Why can't we all love others... be in joy all the time...reach for our greatness?

Your survival side has been in charge of your life...STOP IT!

"You are not your mind!" This is what the monks spent 20 years wandering in the wilderness to figure out!

Take control and store Good Trophies, focus on the greatness and deplete the Bad Trophies.

"There is no passion to be found in playing small...in settling for a life that is less than you are capable of living." Nelson Mandela