

Transformation: Your Social Entrepreneurship Business

Monday Call: June 10, 2013

- TNL – Kevin Robins and Dr. Steve Nugent – 7:30 Pm CDT at Mannatech Corporate offices or www.mannatechlive.com
- Thursday night XFM Support Call at 8 Pm CDT 800-768-2983 access code 4717417#
- Mannaquest 2013.... Not too late to register... Seattle -June 21-23, Orlando – June 28-30, Chicago – July 12-14
- New Summer Skin Care Survival Kit -
<https://mannatech2.s3.amazonaws.com/mtlibrary/89999345594964.pdf>
- Weekly Strategy Video - **Building Champions with Bo Short** - Every Monday Morning - <http://www.mannatechlive.com/category/videos/bo-short-channel>
- Upcoming Bo Short's Call and Training in addition to the weekly video:
 - Building Champions Call Saturday morning's at 11 AM EST Starts July 15th – (800)768-2983 – Access Code – 4717417#
 - Weekly Mission Live Stream Monday at 8 PM EST, 9 PM EST, 10 PM EST, 11 PM EST. Starts June 17th
 - Monthly Live Streaming Training Event. The last Thursday of every month at 8 PM EST, 9 PM EST, 10 PM EST, 11 PM EST. Starts July 25th
 - Upcoming Road Tour Coming... more details will be coming later

1. Why is this now NEW when we have been using Soc. Ent. for 3 years?
 - a. Mannatech (We) are putting our Stake in the Ground...no longer an MLM That is what we have evolved from.
Story starts with Sam being called to have "A Company of Provision"
Today we are THE ONLY SOCIAL ENTREPRENEUR COMPANY WITH A LEVERAGED INCOME MODEL.
 - b. We follow the David Borenstein book (see the Review back on June 28, 2012)
 - c. Answer to "is this a network marketing company?"
2. Language in talking with others: what is different today?
 - a. How to introduce: How to answer "What are you doing today?"
 - b. Using the Bo Short quotes
 - c. Taking it to the Business Model...not just products
 - d. What if people say Mannatech has always been an MLM...
"Not True"...we are now a blend of many models in one...but our true identity is THE ONLY SOCIAL ENTREPRENEUR COMPANY WITH A LEVERAGED INCOME MODEL.
3. Maximize my personal results with the New Comp Plan
 - a. The New Impact Bonuses
Know them and describe them to all when discussing the business opportunity

- b. Trek To National Director!
 - 1) 8 week PLAN right NOW!
 - 2) Be a Leader for all in your TEAM to do the same
 - 3) Language: "If I could show you how to add a monthly revenue of \$1000 to your life in 8 weeks, would you be interested?"
- c. TIED directly to how many children you help save from malnutrition

4. CRITICAL: Master the skills necessary, and ALWAYS have a DAILY ACTION PLAN

- a. Skills to master:
 - 1) The Invitation
Knowing your story, how to inspire; You are the Messenger, "You are letting them know where you envision it going, and what part you want to play in that trip."
Your words are really the tools of the business. They should describe and explain, excite and inspire, and move your contact toward a decision.
 - 2) The Presentation
Not about "shooting from the hip". Have it down PAT.
 - 3) The Close
101 ways to close, you need to choose what best fits your personality.
Do not ever walk away without asking.

Self development is always in your life..forever be green and growing: Work on yourself harder that you work on your business.

- 1) Listening Skills
- 2) Understanding Personality Quadrants and how to work with others
- 3) Servant's Heart
- 4) Positive attitude...one of gratitude. Expect greatness and it will come.
- 5) Leadership skills

b. DAILY ACTION PLAN

Failure to Plan is Plan to Fail

What is on YOUR DAILY Action Plan??

If you KNOW the first 60 days of anyone's business is crucial, how can you ever allow a new Team member to not have a Daily Action Plan?

See attached sample

Great Quotes from Bo Short

"Mannatech is the only social entrepreneur company in the world with a leveraged income model...." (who works on harnessing the power of people through)...

"We are going to plant a flag in a space where no one else lives!"

"Listen I understand this may not be the right time for you, but is it okay with you if I keep you updated, and if things are different for you later, then great, and if not NO BIG DEAL?"

"When you make that connection, the best products in the market to meet the challenge of global malnutrition in children...it's like a rocket ship!"

"What makes Mannatech so unique that if you look beyond the associates in the field, and just see how the sales numbers at Mannatech have stayed so incredibly high over the years, you know the products are terrific because there are huge numbers of committed customers."

"There is nothing embarrassing about doing well in your life!"

"You in Mannatech are in a position to be the most significant force for a positive change in this world...ending global malnutrition in children."

"We're going to do something that has never been done before...and you have an opportunity to be a part of it."

"I have the great expectation that it is going to happen."

"Many of you have heard the saying that if you want to change the world you must first change yours. Well, what's powerful about Mannatech and this M5M movement it's created is it gives you the opportunity to do both of these things at the same time."

"How do you do your part and maximize your return...so if your passion is something else...you can do BOTH."

"We've been evolving at Mannatech...this is the definitive moment...this is now to happen."

"Dogs don't bark at parked cars." When you have a disruptive technology such as Mannatech has, that truly makes changes in people's lives, you attract a lot of attention."

"If you are passionate about something else, we can accomplish that as well as our Mission to help 5 million children."

"You know about Tom's Shoes? Or Grameen Bank? These are social entrepreneur companies who have taken on a social cause to truly change this world. Mannatech is doing the same thing, with their Mission to end global malnutrition in children. The only difference is they are willing to pay you for helping to do it!"

"I've always known that Mannatech has had the most remarkable products in this particular industry. The big difference is making the connection that these products really ARE a solution in the fight against children dying of malnutrition. When you make that connection, it's almost scary... it's like a rocket ship!"

"This will be the single most professional thing you will ever do in your life."

