

VISION 2020 Conference

Monday, February 3, 2020

- Next TNL, February 11th at Mannatech Corp offices or www.allaboutmannatech.com
- Ambrotose Life Family Special – 4 boxes for \$229. Savings of 35%
- Customers now get the same loyalty points as Associates
- New website to share: www.thetruthaboutmannatech.com
- 2020 Tax Class March 14th – Registration will start on February 10th
- Today is last day to backdate orders for BP 1

1. Leadership...almost 40 Mannatech leaders at this VISION 2020 Conference
 - a. How many years in industry? 920 in the room
 - b. How many years in the Mannatech? 681 in the roomPower of this is absolutely huge!
2. 12 Week Plan
 - a. Virtually Every Presidential prepared one
It is about "being your best!"
 - b. First Day Last Day
3. Watch "Blue Angels" video
 - a. Key take away: team unity, synergy, common goal, trust, every member has a role to play. We all need to show up
 - b. Ideas on Collaboration...Qrtly "Mannaquest", Monthly Presidential Mastermind
Weekly Group Zooms for trainings, Inspiration
Product training, Opportunities, Business trainings
 - c. Build a "Buying Group"...Always think of the customer
Costco is a Buying Group...Unlike Costco, Mannatech shares all of the profits!...
 - d. What values we give
(see slides)
We have no idea how to be wealthy...How can this group best support you?
4. Collaboration by all Presidentials
 - a. Weekly Zoom on diff topics
 - b. Link to Product testimonial or lifestyle...customer points for referring other customer
 - c. TNL recruiting customers first 1/2 hour
If want to see how to pay for? stay for 2nd half hour
 - d. Good Video on comp plan works
 - e. Creating YouTube channel...to support paleo, or other support
 - f. Always have camera for testimonials (professional videos)
 - g. We started two Sign up Sheets for Presidentials who will
 - 1) be in a monthly Mastermind
 - 2) be willing to train at Regional Trainings and/or monthly/weekly zooms

5. Needs to be met for the Field

- a. On boarding system
- b. Build on ATM system...Social Media should be ready by Mannafest
- c. Mannatech seniors...a target market
With health, our age group is 40+ as a target. Products that work and affordable.
- d. Clarifying our branding: Ambrotose made simple
- e. Quarterly training: more broadcast than live...
Less corporate/more field
- f. We really need a **platform** solely for sale of product and customers
2nd platform: for just associates
- g. Vault of Videos updated monthly ("Just plug and play")
 - 1) Well done on each product
 - 2) Compliant testimonials on health
 - 3) Comp plan Step by Step for beginners
 - 4) Sharing techniques on business
 - 5) Sharing techniques on products
 - 6) Role playing videos for training
- h. Social Media Training
- i. Monthly/quarterly newsletter
- j. 24 hour phone call...
 - Press * for (each product separate, and opportunity)
recorded by associates
could also be stories

6. New 11 WEEK Incentive kicking off "Yesterday??"

- a. Coming out soon like this Week
- b. Great prizes as well as Mannafest BONUSSES
- c. Build into a 9 Month Incentive (adding 6 more with carryover for first 3)

7. Mannafest 2020

- a. Must Go
- b. Adding massive Personal Development and Leadership training by Presidentials for the field; Friday (day and then night for non-Presidentials) and Saturday Morning
- c. More recognition on stage

8. TNL and Saturday Training

- a. Great feedback so no consideration for cancelling
- b. Adjustments:
 - TNL: First 30 minutes on product (GLyconutrition...break...then last 30 on Business
 - Saturday Trainings: First 1 Hour: Product Trainings;
Next 2 hours: Business Training
- c. Archive a Product training and also a Business training; redo them every few months
- d. Need to figure out how to get the NOTICE to everyone...how are you getting information on these? There is a TNL FB page...get the word out!

9. Other training possibilities
 - a. E-courses
 - b. Personal Development
 - c. Leadership Development
 - d. How to use the App
 - e. Network Marketing in our world today: New constraints
 - 1) FTC on languaging
"Sell" versus "Enroll"
 - 2) No front end loading
 - 3) No excessive income representations
 - 4) And so much more...updates monthly on FTC

10. Onboarding New Sign ups
 - a. Build out on the Website
 - b. 2 Pathways:
 - 1) 1 for Consumers:
Science
Products
Placing Orders
Referrals to get more Loyalty Points for Free Products
 - 2) 1 for Associates: Easy and Simple
Products (do consumer first)
Sharing the Business (WHY DID YOU COME IN? Learn to tell your story)
Building/Income
Compliance
 - 3) More Advanced for Associate
Tier 1 to Tier 5 Leadership
Tier 5 is contribution
 - c. "Let the Video do the talking"

11. **"I am....."**
 - a. Just fill this out...
Declare this power...
Takes daily system of reinforcing.

The difference between the want and committed to is the price you are willing to pay.