

## **"What Do I Do Now?"**

**Monday conf call 9/26/11**

Tuesday Night Live – Sam Caster 7:30 PM at Mannatech Corp  
Offices or [www.mannatechlive.com](http://www.mannatechlive.com)

New Real Switch Mannapages is now available for all associate...

FREE

Last week of BP 10

Book by Philip and Kathleen Peters

### 1. Background

- a. Story of Luke and Kathryn, married couple and how their lives came together
- b. Peace Corp experience in Guatemala  
Steps he would take were first steps on his journey to become the man he had always dreamed of being.
- c. His assignment...to help improve the community. His story after finding boredom was amazing how he developed the first medical clinic in that town.  
Every major event in his life could be traced back to something he learned in the 2 years in the Peace Corp.

### 2. Lost his job after 20 years

- a. Discussion of what people go through...What do I do now?  
Went through all the processes as well as strain in the marriage.
- b. Met someone at a Bible study and that person (Dave) invited him to coffee
- c. Process which Dave put Luke through was incredible lesson for all of us
  1. First meeting asked: "Luke, what do you really want to do now that you are free to make the choice to do whatever you want?"
  2. Even with Luke not being able to have clarity on this answer (find a job is not an answer), Dave gifted him a book (Napoleon Hill, Think and Grow Rich) and acknowledged that he would probably not have time to read it all by tomorrow but browse through it and they would discuss tomorrow morning same time same place.

It was amazing some of his insights as he read the book.

Do you have a Life Purpose Statement?

3. After a brief discussion of his browsing the book, Dave asked "What would you do if money were no object?" or "What would you do if you were left a large estate and all your income needs were met?"

The more he talked, the more notes Dave took and then said "That is great. See I knew if somehow we got your juices flowing then you would see some possibilities."

They then spent a couple of hours...Dave just in discovery about Luke's life, his definition of success, etc.

At end, "After reading Think and Grow Rich, plus having this conversation, don't you think perhaps the quickest way to find a job might be is to decide what you truly want to do with the rest of your life and then fix your focus on that and begin to see what develops? Or you might consider some type of work that creates residual income that would give you, as a side benefit, enough time to do those other things."

He then asked him to take out a paper and at top, put how much he would have to have to start per month, and then two lines below that the lowest figure you would be willing to work per month, and then finally under that the number of months he had been out of work.

"What I do Luke is help people start their own businesses. This is nothing new, but some of our ideas are new."

If they ask what it has to do with, his answer was outstanding.

Answer to "Do you sell this stuff in stores?"

Answer to "Is this a pyramid scheme?"

Gave materials to him, look through them, and said we meet tomorrow at the same time/place by calling me tonight to confirm or reschedule. "If you don't call, I won't be calling you back. I found that this is the best way for me to separate the wheat from the chaff. I use this method to determine who is really serious about putting forth the effort to develop financial security."

4. They met and discussed long term goals...Luke had none.

"You have read Think and Grow Rich. Do you really believe you can create anything your mind can conceive?"

They worked through how Luke could get to making the money he needed. Start with registering with the company...and Dave asked Luke all the questions to fill it out. Make a list of 7 people. And he had Luke make the list right there. He gave Luke a cell phone, told him exactly what to say and make the calls. They had 3 appts for next week.

Gave Luke a booklet called "CHANGING YOUR BOX."

"Here is a little bit of wisdom I think you will find interesting for you and your wife."

Luke could not or did not feel comfortable investing \$500 without talking to his wife...the responses were great but he finally released him to do just that.

a. The CHANGING YOUR BOX

1) Box Number 1: people who willingly accepted the status quo and who had a total lack of desire or aspiration for growth or improvement. POOR PEOPLE CAN NOT HELP POOR PEOPLE.

2) Box Number 2: Most people here came from a background of people in Box #1. These people talk about wanting a life of success, setting bigger goals, wanting to grow in personal development, but every time they made these moves, the old ingrained thought patterns of abundance of wealth and money would drag them back down.

3) Box Number 3: These people not only know of the three basic principles but start putting them into practice long before they climb out of BOX 2 and, thus, enabled their own ability to climb the wall out of Box #2.

b. The Three Principles

1) Tithing: goes far beyond the fact of what scripture says about the 10%. We all need to give back to society in gratitude for what has been given to us.

2) Residual Income: the majority exchanges time for money. They do not understand the value and concept of building a base of work accomplished and completed that would be capable of paying an on-going dividend the rest of their lives.

3) Delayed Gratification: working hard for a period of time at the start of your plan so that in later years you could draw from that energy and work...planting a forest,

going to college, etc. We have fallen into a society of immediate gratification.

Live life from quantum abundance..."for it is through abundance people are able to truly be servants of humanity."

Dave then invited them to a meeting on Wellness Marketing.

3. Results: They became only 1 of the 6 Platinum's in their business  
Started 6 orphanages in Guatemala  
Life of total abundance
4. The end of the book contains Group Discussion Aids that I feel can be extremely valuable to work through with a group of Mannatechers/leaders.

## **The Fortune Formula**

1. Create and build your vision
2. Develop a plan of action
3. Getting started
4. Personal growth
5. Prospecting
6. Enrolling
7. Building your organization
8. Building your international business
9. Training your group
10. Retention
11. Developing your personal leadership skills
12. Bibliography

**“Life is a checkerboard and the player opposite you is time. If you hesitate before moving, or neglect to move promptly, your men will be wiped off the board by time. You are playing against a partner who will not tolerate indecision!**

Previously you may have had a logical excuse for not having forced life to come through with whatever you asked, but that alibi is now obsolete, because you are in possession of the Master Key that unlocks the door to life’s bountiful riches.

The Master Key is intangible, but it is powerful! It is the privilege of creating, *in your own mind*, a burning desire for a definite form of riches. There is no penalty for the use of the Key, but there is a price you must pay if you do not use it. The price is failure. There is a reward of stupendous proportions if you put the Key to use. It is the satisfaction that comes to all who *conquer self and force life to pay whatever is asked*.

The reward is worthy of your effort. Will you make the start and be convinced?”