

Facts tell... Stories sell!

By Wendy Kremer, Platinum Presidential

Story Telling – “Do’s”

1. Tell how you felt before Mannatech
2. Why you decided to take Mannatech supplements
3. How you feel today
4. Tell how you feel about the person who shared Mannatech with you.

My life before Mannatech products was very different that it is now. I used to be so tired all the time that I spent about 16 hours a day sleeping. I felt so bad that I couldn't go out and play with my kids in the back yard or take them to the park. I was just too tired, I just never felt good and when I was awake, I felt like I was in a fog.

I was doing what the doctor suggested and but was about at the point of giving up on life, when a friend told me about Mannatech's real food supplements and how important it was to support my body with real food nutrition. I decided to try Mannatech figuring that with the guarantee I had nothing to lose.

I have been amazed at the results! I feel like I have gotten my life back. I have energy now and feel like a real mom again and can play with my kids. I am so thankful for the friend that shared this with me.

Sample Story

Story Telling – “Don’ts”

The Speed Limit!

- Don’t name diseases
- Don’t use these words:
 - Cure, treat, mitigate or prevent disease

But we can reduce the risk of health challenges and improper functioning of the body by supporting the body with needed nutrition.

Rule of Thumb

If you get done telling your story and someone asks, “so how long have you had cancer?” you’ve probably gone over the line.

Rule of Thumb

You can talk about how you felt up to the point that you went to a doctor and got a diagnosis.

Sample story

Before I started on Mannatech products I was concerned about my cholesterol and I also had bad mood swings, especially at ‘that time of the month’. My husband threatened to go stay with my mother for that week, so you know I had to be bad!

A lady at my office told me about the importance of real food supplementation, heaven knows I wasn’t eating right, so I decided to start taking the Ambrotose and the Optimal Support Packets.

It’s been amazing to see the improvements in our home! I feel great and don’t have those “witchy times” each month and the doctor says my cholesterol is staying in the normal range too. My husband is VERY thankful for Mannatech!

Definition of Integrative Healthcare:

Combines mainstream medical therapies and complimentary alternative medicine therapies for which there is some high-quality scientific evidence of safety and effectiveness.”

National Center for Complimentary and Alternative Medicine at the NIH

Sample Integrative Health Story

For years I thought I was healthy and didn't need supplements, but then I was diagnosed with cancer. Wow, what a wake up call. For the last year I have been following the doctor's advice. The doctors are doing everything they can to help me, but in addition, I decided that I needed to be proactive with my health. A friend introduced me to Mannatech and to the importance of using an integrative approach to my health for the best possible patient outcome.

Since I started on Mannatech products, I have been amazed at the results. The doctors say I am doing much better than expected, I am not having all the normal side-effects of the treatments they have me on. I feel much stronger and feel I am getting healthier every day.

Erick & Colleen's Story

(Great Example of an Integrative Approach Story)

Erick was a healthy, vibrant, energetic 37 year old with a great family. He says he thought he was healthy. Then all of a sudden he had a stroke and it changed his world.

He experienced all the normal damage that you would expect from a stroke. Numbness, trouble with moving his fingers, pressure in his head and headaches. He also told me he had extreme light sensitivity and was living like an owl (in the dark).

He did everything the doctors suggested to regain his life and recover from the damage, in addition to the doctors protocol, he also decided to include various alternative therapies, chiropractic, acupuncture, a healthy heart diet, etc. After about eight months, a friend introduced him to Mannatech and he started taking Ambrotose, he understood the importance of supporting his body with good nutrition to give it all the help he could in his effort to recover.

Today, Colleen says she has her husband back! The head pressure and numbness have dissipated, he no longer has the light sensitivity and can think clearly again, he says he doesn't notice any lingering damage from the stroke.

They told me that they are so thankful for the friend that introduced them to Mannatech and have decided to start building the Mannatech business.

Goal of telling your story:

Connect with people –

There must be a sense of need
before your message is of any use.

~ Oswald Chambers

Encourage someone to try our products

Where can I tell my story?

- One on One
- Webinars (AnyMeeting.com)
- Conference calls (FreeConferencing.com)
- Home meetings
- Public meetings
- Put it on your Mannapages!

The Kremer's support web site: RealTeamSupport.net

What to do on the trip home:

- Plan a meeting – lots of meetings!
- Write out your story and practice telling it
- Plan an “Updates from MannaQuest” event
- Plan to reconnect with customers and associates
- Work on your list
- Read and get familiar with all the new materials
- Decide to earn the iPad
- Pick two people that you will help to win an iPad
- Call them and set an appointment now!
- Renew your mind daily

Become a **NOW** person

Do it **NOW!**

The life of a child depends on you!