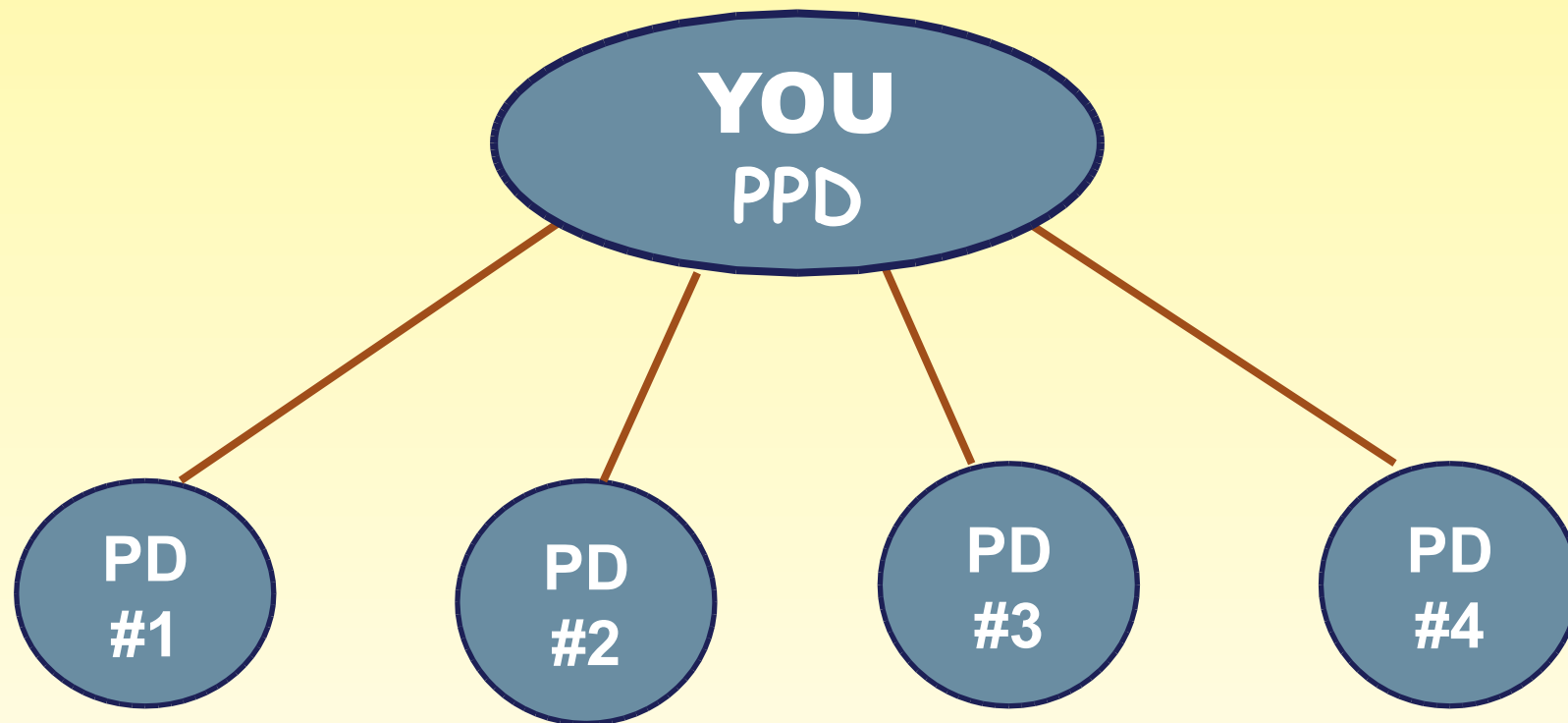


# The 4 Basics

# START WITH THE END IN MIND

## PLATINUM PRESIDENTIAL

R5,000,000 to R15,000,000 Yearly Income



**“If you don’t know where you are going , then how are you going to get there”**

# The Four Basics



**The Wheel Of Fortune**

# The Four Basics



**The Wheel Of Fortune**

# LIST OF 100 Names

- **Take time to make a list with your Downline**
- **DO NOT PREJUDGE:** At first Quantity over Quality
- **Make a BIG List. It gives CONFIDENCE**
- **Use Memory Joggers to make a BIG LIST**
- **Make an International List**
- **Keep a copy of the List**

## CAUTION

- **Avoid making calls from a SMALL List**

# Who am I looking for?

**4 candidates for a 1,000,000 Rand per  
Year Position**

**Mannatech** is for people who:

- 1. Care for others**
- 2. Can still Dream**
- 3. Can still Hope**
- 4. Will fight for what is right**
- 5. Have High Honesty and Integrity**
- 6. WANT TO BE SOMEBODY**

# **What do they want?**

## **Primary Motivational Factors**

**Better Health**

**Financial Freedom: Time and Money**

**Extra income**

**More time with the Family**

**Have their Own Business : Call their own Shot**

**Personal Development / Personal Growth**

**Helping Others**

**Meeting New People / Social Life**

**Comfortable / Early Retirement**

**LEAVE A LEGACY : Multi Generational Income**

**Live a Life of Significance**

# Did you Know?

*According to the Bureau of Labor Statistics*

**Out of 100 people that start working at  
the age of 25,**

**By the age of 65**

**( The 40 Year Plan )**

**1** is Wealthy

**4** have enough money to Retire

**65** depend on Government or Charity

**30** are Deceased



# The Four Basics



**The Wheel Of Fortune**

# GO FOR “NO”

## HOW TO OVERCOME THE FEAR OF FAILURE

Develop a more Empowering definition of “Failure”

- Learn to love and Embrace opportunities to hear “NO”
- Your **NO-Quotient** is more important than your I.Q
- **The Quantity of Presentation trumps the Quality**
- Your reaction to Yes & NO should be of equal emotional intensity
- Start counting your NO's and calculating their value
- YES- Goals are important, but NO- Goals are critical
- Takes the same energy to get a **BIG NO** than a **SMALL NO**
- Do not make decisions for others as to what they'll spend

**Within every NO is the information needed to improve**

NO doesn't mean NEVER; NO means Not YET

# The Four Basics

## The Wheel Of Fortune



**Daily 1-on-1**



**Bi-Weekly**



**Monthly Training**



**3 Monthly Super Regionals**

# THE 5 GOLDEN RULES OF SUCCESS

- **Rule # 1:** See More People
- **Rule # 2:** See More People
- **Rule # 3:** See More People

# THE 5 GOLDEN RULES OF SUCCESS

## • **Rule # 4:** Use the Law of Averages

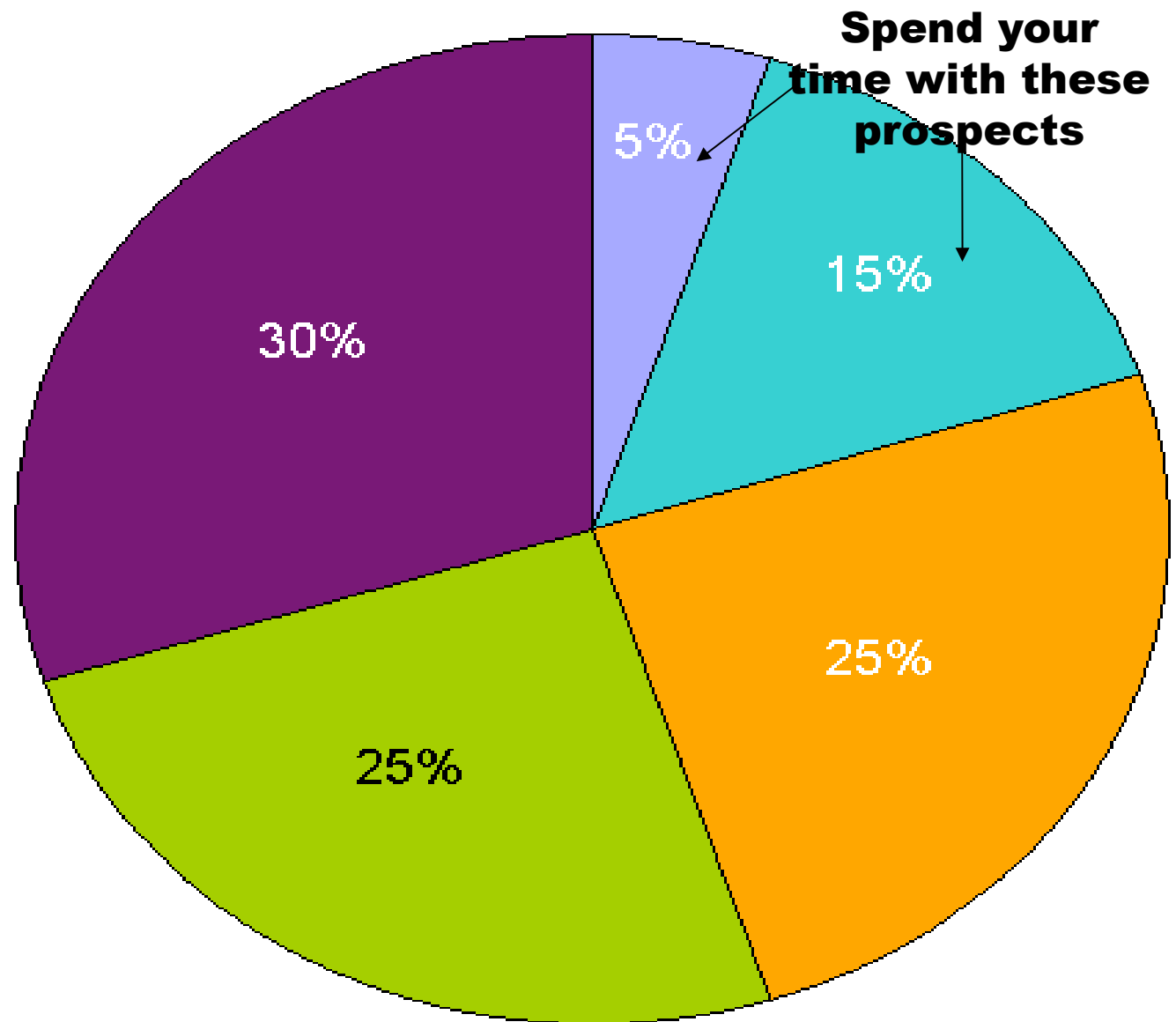
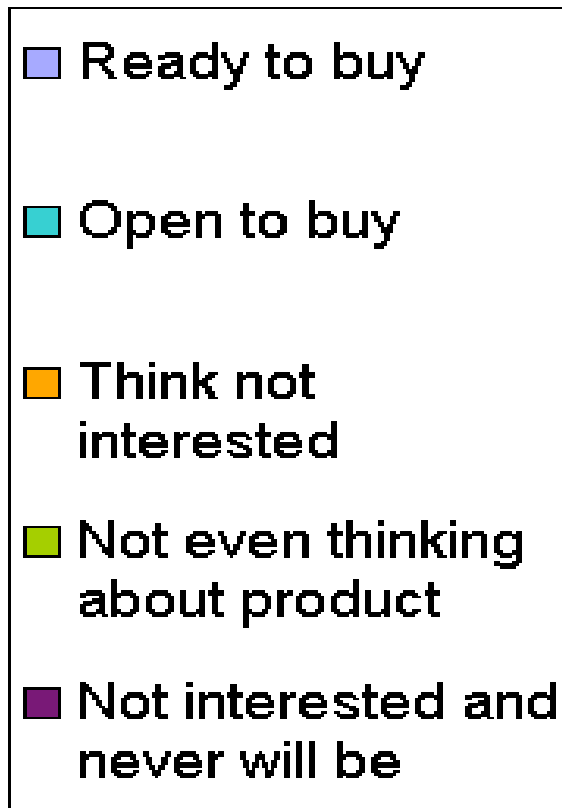
The Law of Averages governs the Success of every activity in Life.

- Network Marketing: 10:6:3:1
- 10 presentations = 6 will get excited - 3 will start - 1 will succeed

## • **Rule # 5:** Improve your Averages

- Within every NO is the information needed to improve
- Consistency is KEY – Five Nights per Week will improve your ODDS

# Targeting Prospective Customers and Partners



# LAW OF CONSEQUENCE

- **SUCCESS is a GAME:**

The MORE times you Play , the more times you Win.

The MORE times you Win, The more successful you will Play.

- **Applied to NETWORKING:**

- The consequences of asking MORE people to Join you is that MORE people will join you.

- The MORE times you ask them to join you, the better you become at asking.

**Do Whatever it takes to register 2 All-Stars  
per week**

# NATIONAL MEETINGS GRID





# Four KEYS to a SUCCESSFUL Plan Presentation

## **ONE:** Melt the Ice - Set at Ease

Sell yourself - Establish TRUST: people will join people they Trust

## **TWO:** Find the DREAM - Ask/Listen

Discover the prospect's DREAM or Primary Motivational Factors

## **THREE:** Elaborate on the DREAM

## **FOUR:** Get A COMMITMENT

**“This is what we need to do Next”**

# How to uncover the Primary Motivational Factors

**YOU MAY WANT TO ASK:**

**“Do you know why people start a Networking Business”**

- **NO** “Let me Show YOU”
- **YES** “Five Solid Gold Questions”

## **5 SOLID GOLD QUESTIONS:**

1. What is your Number ONE Priority?
2. Why did you pick that ONE?
3. Why is that Important to YOU?
4. What are the consequences of NOT achieving it.
5. Why would that worry you?

# **Primary Motivational Factors**

**Everyone is motivated by One or Two Things:**

**To make a GAIN - To avoid PAIN**

**Health**

**Extra income**

**Financial Freedom**

**Time freedom**

**Have my Own Business**

**Personal Development**

**Helping Others**

**Meeting New People**

**Retirement**

**LEAVE A LEGACY**

**Live a Life of Significance**

# The Four Basics

## The Goal:

To Start the Process  
all over again with  
a new person

Daily 1-on-1



Bi-Weekly



Monthly Training



3 Monthly Super Regionals

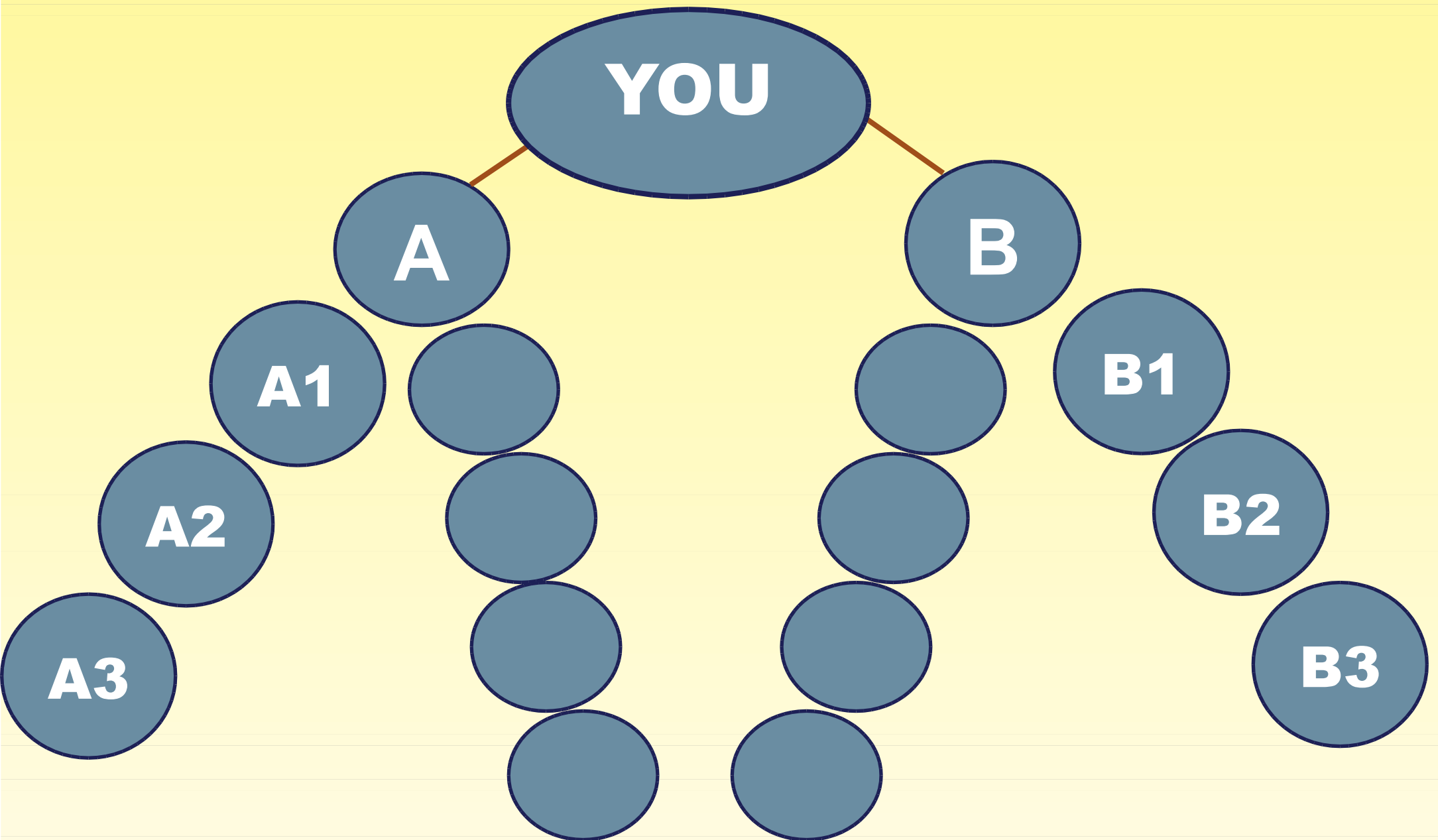


# Let's Do it all over again



**The Wheel Of Fortune**

# WIDTH and DEPTH



# Leaders are Readers

**“Remember,**

You are the same today as you will be in Five years, except for Two things:

**The Books you read and the People you meet**

**Choose both very carefully”**

*Charlie “Tremendous” Jones*

# **Those who Go, Grow**

## **The Power of Association**

**“People Seldom improve when they  
have NO other model than  
THEMSELVES.**

**Iron Sharpens Iron”**

*Goldsmith*



# **TRIALS and TRIBULATIONS**

**We cannot predict When or Why, but we can be assured that any company in operation long enough to be successful will always experience its fair share of**

**Trials and tribulations**

**It is simply part of the Path to Success.**

**We need to prepare our Downline Associates with the Right TOOLS, the Right TRAINING, the Right COACHING & MENTORING and the Right ATTITUDE to Succeed.**