

CREATING YOUR WHY - WORKSHEET

Your “Why” is one of your strongest, most important pieces in this business. Why? Because it is the reason you joined and should be your driving force every single day. This business is not one that just works for everyone from day one. In fact, the business of network marketing is simple but it does not come easy for most. If you talk to some of the top leaders all around the world, most will tell tales of failure, doubts, second thoughts and setbacks. YOUR WHY keeps shedding light on the WAY. YOUR WHY is the background behind your vision board. YOUR WHY draws you back when you want to quit, when you feel uncomfortable, and when that best friend tells you, “Are you crazy?” Get ready because most of that happens to each one of us, so be grounded in YOUR WHY.

ASK YOURSELF:

- Why did I join?
- Was the decision financial?
- Why do I need more money?
- What will life be like with an additional \$_____ per month?
- By starting to build my multiple streams of income with Mannatech, how will that impact my future? My family's future?
- Is this decision for fulfillment?
- Am I totally committed to making a difference by sharing ways to help others achieve optimal health?
- Does the M5M cause of providing dense nutritional support to starving children around the world resonate with me?
- Am I committed to leaving a legacy through this opportunity?
- Am I driven to have my own home-based business?
- Do I want to add purpose to my life?
- Do I just want a greater community of people so I feel part of a movement?
- Is this a decision just to have more fun in my life?
- Does having an extra \$500 to \$1000 drive me so I can take those crazy vacations, or go on wild shopping sprees?
- Is leveraging my time important so I can enjoy life and do those things that make me happy?
- Does the idea of having hundreds of more contacts and friends in my life turn me on?
- Does surrounding myself with positive people who are proactive about their health bring me joy?

Your why should be written, recorded, and sent to your mentor. Getting them written out, thought about, tweaked, and perfected is KEY! There is a direct correlation between people with strong WHYS and their success.