

CELEBRATE

AUSTRALIA • NEW ZEALAND • SINGAPORE



ANNUAL EDITION 2020



ASSOCIATE OF THE YEAR

JAMES HANNAN



**"STAYING FOCUSED
IS EASY WHEN YOU HAVE
A TEAM THAT
ARE CHASING A DREAM"**

What is your greatest motivation and inspiration?

Like most leaders in Mannatech, we are driven by a desire to succeed and a fire inside to see how far we can grow our businesses. It's no fun succeeding though when you are by yourself, it's so much better having a team around you who you love and they love you back. They inspire me to keep going because I want them to experience the joys I have in building this business.

There is nothing like seeing them experience their first cheque, go on their first incentive and bring on their first team member.

How do you stay focused and committed?

Staying focused is easy when you have a team that is chasing a dream. You're working to support them through their challenges and to achieve their dreams. There are plenty of people who want to tell you what to do but aren't doing it themselves. This doesn't bring the "sharpness" that comes from actually doing the actions you want them to do.

Again my team are what keep me focused and it is my dream of having a much bigger business than I have right now that keeps me committed.

If I stop I will always wonder "how big could I have gone if I had committed fully". I don't want a life of regret.



**"WATCH ME DO
THE THINGS YOU SAY
I CAN'T DO"**



What has been your biggest challenge?

Breaking through other peoples mindsets and not worrying about what they think or say is a challenge we all have to go through. Others will want to pull you down and tell you "you can't do that" only because they can't.

I have learnt that I can't spend a lot of time worrying about how others feel about me or what they're thinking.

The way I look at it is that while they are looking at me, they're not focused on their business. This keeps the world wide open for me to keep moving forward.

I guess the phrase: "watch me do the things you say I can't do" is a good phrase for me.

What is your advice to people who want to see income growth, volume growth and leader development?

You all want to grow your businesses, team and volume. You want to rank up to the next level and beyond. To do this you need to get professionally trained and stay on top of your activities you need to do each day.

Be careful who you surround yourself with.

When people complain, check out what they're doing and what their results are.

If they are not working, then stop listening and start following people who have a track record of moving forward even in the darkest of times.

Everyone has an excuse to stop, you have to find a reason to move forward and keep going and it will be easier for you to find that reason when you are around people who are leading the way.



**"STAY DEEPLY
CONNECTED TO YOUR
DREAMS"**

**TOP ENROLLER CUSTOMER &
TOP ENROLLER ASSOCIATE**

**NAOMI
ENEVOLDSON**



What was the toughest challenge you faced this year, and how did you overcome it?

The toughest challenge has been to keep on building even when going through challenging personal circumstances. I overcame it through staying connected to my dreams and reasons why I started the business.

What is your advice to people who wish to grow their business?

Stay deeply connected to your dreams, always keep learning to become better, be consistent and never give up.

What is your greatest motivation and inspiration?

My 3 children are my greatest motivation. My team also motivates me to be better and to set a good example for them. I'm also inspired by other people's success. Rather than it being something that demotivates me or where I negatively compare myself to them, I use their success to inspire me to be better

What is your next big goal for this year?

Raising up more leaders in my team and some new Presidential Directors.



**MIKE FORREST
GIVING SPIRIT AWARD**

**COLLEEN
RYAN**



In your opinion, what makes a good leader?

Take the Lead - SHOW people what to do - not just tell them. It's important a leader shows courage and a willingness to overcome challenges and find new ways of operating in all kinds of storms and never quits.



What are the most important aspects of building and maintaining a successful team?

Keeping connected and focused on activity. Empathise with situations and challenges of life, but balancing that out with practical solutions to move forward and being able to recognise when a team member is stuck in some way - and just helping lift them out to see a new perspective.

When facing challenges, what is your go-to "method" to overcome them?

Read the right books and continued Personal Development. Draw off your own wisdom and what you have learnt already. Know that whatever you have overcome previously - that same strength and wisdom you can claim to get through the next challenge. After a while challenges become quite 'normal' and they are just aspects of life that naturally flow in and out. You get that sense and start to notice that what can stop others in their tracks doesn't seem to stop you. You find creative ways and you know and trust deeply that if you just stick to the plan - and do the right thing - somehow things work out better than one could ever imagine.

What is your greatest motivation as a leader?

Observing the joy and satisfaction others feel in their own personal success and breakthroughs. Assisting others to find their voice and their power and standing strong in their integrity to create a better life. I love being around people with passion and vision and with an excitement to create something fabulous and people who don't want to settle for the ordinary life.



**TOP GOLD
EXECUTIVE DIRECTOR**

**ANNE
EVERINGHAM**



In your opinion, what makes a good leader?

To become a good leader you must be prepared to start by following the advice of your own leader...this is your greatest source of knowledge. In particular, you need to learn the art of listening...listen to hear and understand, rather than to answer. This is also very important when talking to prospective clients & with downline leaders. Unless you understand what they want you cannot help them, it must always be about them.

What has been your go-to sales tool for growing your business?

Success Tracker is a must with all the information about the shape of your business, the Compensation Plan, the levels of other team members and now we have excellent product videos by Dr Nugent to share too. Also, Sharon Whiteman's Saturday calls. These have been so helpful for information on either the products or business building as Sharon and her team do interviews with both, and they are recorded so they can be shared. One can also invite guests to listen.

What has been your biggest challenge?

My biggest challenge is keeping positive and keeping my mindset right. My number one help with this aspect has been my upline Presidential Director, Karen Denniss. Through discussion with her and reading of good, positive material I find that I'm able maintain an excellent mindset. Learning to FOCUS is important to me as well as taking time out if you are feeling defeated or stressed.

What is your next big goal for 2020?

Step away, recharge and BELIEVE.



RISING STAR OF THE YEAR & TOP EXECUTIVE DIRECTOR

BRONWYN SHERATON-GRAY



What would you say is the three most important things to remember when building your own business?

Listen to your upline, believe in yourself, and start now, don't wait.

What was your most inspiring business moment in 2019

Attending the conference in Adelaide. As a first-time conference-goer I was totally enthralled at the passion I witnessed from the other associates. I witnessed how, if you put your heart and soul into something that you believe in, you can achieve your set goals. Conference ignited a spark in me. A spark of curiosity, a spark of hope, a spark of desire. This little spark allowed me to pursue something new. A business opportunity. Wow, a business opportunity. Conference 2019 motivated me to become involved in a business opportunity.



What is your advice for people who are challenged in building their business?

Be consistent and be persistent. Building a business is a lot like learning to walk. A child attempts to walk over and over again. They fall down, they stumble and they struggle but they continue to strive towards their goal of walking. If every child gave up after their first attempt at walking, we would all be crawlers today, not walkers. When you face a challenge in your business, take time to reflect and remind yourself what you see. You see an adult who stands tall on 2 feet. You are a walker, not a crawler. You learnt to walk many years ago. You overcame the challenges you faced at that time. The challenges you face in building your business should be faced the same way. Be consistent and be persistent. Don't give up on you. You didn't give up on yourself when you were learning to walk, so please don't give up on yourself whilst your building your business either.

What is your next big goal for this year?

My big goal for 2020 is to develop stronger leadership skills. I want to help others to dream, believe and achieve.

**TOP SILVER
EXECUTIVE DIRECTOR**

**LEIGH
ELLIOT**



What is your next goal as a business leader?

Get uncomfortable more... Aim to focus more time on strategizing, setting goals and forward planning. Implementing duplicatable training and systems utilising our upline and Mannatech Corporate resources. Improve on providing genuine and caring customer service, focusing on relationships, retainment and the new Customer Referral Program. Continue to recruit, train and inspire associates in our team to do the same and support them to build their businesses and realize their dreams. LEARN... PRACTISE... IMPROVE ... REPEAT...

What is your advice to people who wish to grow as a leader?

To discover and then follow your dream no matter what the circumstances. There will be setbacks and many instances where you will feel like pulling back or even giving up but DONT, instead push through, rise, realign your thoughts and actions to achieve your goals. Keeping your dream close to your heart will help give you the desire and motivation to grow through the obstacles and curveballs life throws at you and achieve results not only in business but in personal development.

Once you get your momentum do your best to keep it up and not allow circumstances to dictate your direction. Invest some time DAILY on personal development and training by reading books, listening to podcasts and attending team and corporate webinars, events and conferences.

Surround yourself with like-minded positive people and find a mentor you aspire to and allow yourself to become accountable to them.

What has been your greatest achievement in 2019?

Deciding to really step out in faith and believe in ourselves and our Mannatech business and begin discovering our purpose as an entrepreneurial couple. This brought about the decision to attend the amazing Australasian Conference February 2019. The takeaway from this event, ignited the idea to use the tools to grow the business. We then began to grow, ranking from Gold Associate to Silver Executive Director in seven months. On top of it all receiving the Top Silver Executive Award and bonus prizes was an absolute shock, to say the least, but for both of us to earn our very first incentive trip was amazing, and even had the absolute pleasure of bringing our 13year old son with us on his very first big holiday...

What tools did you use to overcome them?

FAITH, HOPE, LOVE for God and people. Having a strong sense of purpose for us all to live an abundant life. Having a heartfelt passion for people and to help them be all that they can be.

Use the products and learn product knowledge, share your story and testimonies of others. My upline is amazing and provides fantastic support and training systems.

Mannatech is an amazing company! Its fantastic to utilise the corporate resources and marketing tools, as well as going to meetings, events and the annual conference.

Never stop telling your story as it changes lives. Belly to belly is great and I prefer that but social media has a massive reach and has enabled us to connect with so many people needing our products.

RISING STAR OF THE YEAR

KELLY FLETCHER



THE RISING STAR AWARD

The “Rising Star Of The Year Award” (previously ‘Rookie of the Year’) is a special award for the person that has displayed outstanding results across three key areas – personal enrolment, income growth and volume growth. It is open to any new Associate that joins during the qualification period and that takes into account someone that has grown their business exponentially in their first 12 months of joining Mannatech.

In 2019, we were lucky to have two winners of the **RISING STAR OF THE YEAR AWARD** winner – Kelly Fletcher and Bronwyn Sheraton-Gray. Congratulations to both winners for their awesome effort.

Will you be the next Rising Star of the Year?

What made you become a Mannatech Associate?

I joined Mannatech as a result of health challenges- at the time I had just experienced a major fall where I incurred significant injuries and I was in a lot of pain. I joined the company to assist with my health challenges and saw the opportunity to also build a business whilst sharing the benefits of the products, especially with mounting medical bills.

What inspires you when it comes to your business?

I really enjoyed the team environment, the sense of a like - minded community, incredible leadership and mentorship and the ability to help others improve their health and wellness.

What has been your biggest challenge?

For customers to see the long term benefits of staying on the products.

What is your next big goal for this year?

My big goal for 2020 is to develop stronger leadership skills. I want to help others to dream, believe and achieve.



MIKE FORREST GIVING SPIRIT AWARD PAST AWARD WINNERS



At the recent Conference, we recognised those past Mike Forrest Giving Spirit Award recipients who were excited to be able to share the stage during the announcement of the new 2019 recipient. Joining us on the stage were past winners, (left to right) Chris Pitcher, Sharon Whiteman, Diana Hunter, Karen Denniss, Robyn Sully, Kyna Sully and Patsy Walkden-Brown. Past winners stayed on the stage, when we announced new recipient, Colleen Ryan to the stage.

NOMINATIONS WILL OPEN SOON!

Is there someone within the Mannatech community who you believe embodies the values of Mannatech while living its mission of enriching the quality of life; someone who focuses on the benefit of Mannatech to others rather than the benefit to themselves?

You can nominate them for the Mike Forrest Giving Spirit Award!

This prestigious award is in honour of Mike Forrest, whose mission and efforts are still recognised in Mannatech today. It honours an Associate who displays the values, hope and mission of the man after whom this award has been named, Mike Forrest.

Mike was known throughout Mannatech as a generous leader with good humour, compassion and loyalty to his mates and the company. He was, and continues to be, an inspiration.

If you would like to nominate someone who you believe embodies this, your nomination counts!

Nominations will open soon for the 2020 Award Winner. Don't miss out!

**The Mike Forrest Giving Spirit Award
PAST WINNERS**

SINCE 2005

- 2005 – Ray & Verlie Walker
- 2006 – Mick Elcoate
- 2007 – Sharon Whiteman
- 2008 – Leonie Thomsen
- 2009 – Olita-Joy Rushton
- 2010 – Kimberley Douglas
- 2011 – Karen & Campbell Best
- 2012 – Karen Denniss
- 2013 – Robyn Sully
- 2014 – Eugenia Liew
- 2015 – Chris Pitcher
- 2016 – Diana Hunter
- 2017 – Kyna Sully
- 2018 – Patricia Walkden-Brown
- 2019 – Colleen Ryan

FUN AWARDS

At the Conference, we added a few more informal awards to give recognition to those who add so much value to the Mannatech Community.

BURNING UP THE RUBBER AWARD



Patsy Walkden-Brown was the winner of this award and was recognised as someone that loves to spread the Mannatech message, travelling far and wide, and always on the road.

GOOD MORNING AUSTRALIA AWARD



Sharon Whiteman was the winner of this award. We recognise her as someone who has shown complete dedication, commitment and passion for Mannatech and our community. She continually leads and presents the Saturday morning call for many years providing an opportunity to share Mannatech stories, speakers, information and products.

GREATEST WINGSPAN AWARD



Janine Wilson was the winner of this award. We recognised her as the one who has travelled the furthest to attend a Mannatech Event. Janine had travelled from Perth to Newcastle for our 'Connect with Mannatech' event.

MOST HAPPY AWARD



Chris Pitcher was the winner of this award. We recognised her as someone who constantly shares the Mannatech message in a lively, and joyous way. Her passion and enthusiasm is infectious as she shares the Mannatech message throughout the community.