



Declare your emotional independence this July! *Activate with a renewed and powerful mindset*

Your ZannPlan Action Guide for July includes:

Audio Transcript for July	2
Your Action Steps for July	6
Action Step #1	6
Action Step #2	7
Action Step #3	9
Your Time Management Tip.....	10
Your Personal Development Challenge.....	11
Your July ZannPlan Take-Aways	12
Closing Words from Leslie	12

Audio Transcript for July

As you listen to the audio, follow along with this transcript and take notes. This improves your retention so you can put your learning into action more quickly.

Have you ever really lost it? I mean got so upset, disappointed or aggravated at a situation that you became emotionally paralyzed?

On the other hand, have you ever been so over the moon with enthusiasm and excitement that you simply lost your presence of mind?

The constant reactive teeter-totter of emotions can be both thrilling and draining. And unfortunately, whether you're thrilled or drained, those overwhelming emotions are likely to distract you from doing what you need to do to increase the pace of your business!

So in celebration of the upcoming 4th of July holiday weekend, I'd like to suggest that you eliminate those distractions. And a solution is in this month's ZannPlan.

If you are ready, and willing to play full out, July can be your month to declare your emotional independence.

This declaration of independence from the tyranny of your emotions requires a renewed and powerful mindset. Let's review three simple and proven methods for overcoming your self-imposed limiting beliefs, staying even emotionally and activating your team.

Remember, your emotions only have the power you give them.

Strategy #1 for declaring your emotional independence is to identify and overcome your self-imposed limiting beliefs.

Many of us don't aspire to be average or just 'good enough'. When we make a commitment to create something we are passionate about ... we aspire to be the best we can be.

It's easy to get clear on the benefits for creating success ... or your 'why.' And you certainly can learn the systems or activities necessary for creating success ... the 'how.'

The trick is to connect the 'why' and the 'how' together! So, what keeps that from happening? I believe you run into a wall of limiting beliefs. And it's a wall that you have built yourself.

"I'm not smart enough, pretty enough, educated enough, old enough, young enough, experienced enough ... *'you fill in the blank'* enough.

And what does it take to knock down that wall? You begin by identifying your fears and limiting beliefs. And then, you find the courage to take action to overcome them.

When you knock down your wall of limiting beliefs ... through awareness and courageous action ... you can tie your 'why' with your 'how' and create a world of unlimited possibilities.

For those of you who work with me ... you know how strongly I feel about the inner game and personal development. In support of this subject, I would like to recommend my latest book, **I Have To, But I Can't: The top ten fears that slow the growth of your Direct Selling Business**. This is a fast and powerful read. The key is the Pep-Talk.

Now is your time to identify the fears that are keeping you stuck and let them go ... once and for all.

When you change the way you think ... you can change your life. On your path to emotional independence, I challenge you to begin today to knock down your wall and step over the rubble and into the life of your dreams.

And when we find the courage to begin to change our mind ... and our life ... we can encounter a roller coaster of emotions.

The second strategy is to develop your ability to stay even. And I mean your ability to stay even emotionally.

I remember when my mentor first advised me to stay even. I was spun up about something ... and it was obvious to her (not me) that my over-reaction was holding me back.

She told me to stay even ... to not get too high when something good happens, or too low when something disappointing happens.

Now I know the trick is to stay even emotionally regardless of the circumstances. Life happens ... it's how we respond that makes the difference!

For example ... don't get too high when you sponsor that new Consultant who promises to reach the top of the plan in record time! Now, this person may appear to have all the qualities of a Champion ... she has great social skills, she's articulate, she seems coachable, she has a large, attentive sphere of influence, she has an attracting personality, she has the funds to get started and she is crystal clear on her reason for building a successful business. Shazam! Your excitement level is over the top! Straight-jacket crazy excited! Lesson: Too high ... not even.

What if this new partner doesn't deliver on her promises? Perhaps she begins talking to friends and three people say, "Boo," and she quits before she ever even starts. Your level of disappointment is so paralyzing you wind up fetal on the floor. Lesson: Too low ... not even.

So how do you buffer these highs and lows? How do you declare your emotional independence? Here's a good way to start:

Ask yourself right now ... is there some situation that's happening in your business where you are reacting either too high or too low? Apply the powerfully neutralizing word, "Maybe."

- "Yes, she looks like she'll make a fabulous new business partner... *maybe*."
- "Well, it looks like she'll never live up to her potential ... *maybe*."

"Maybe" can help you step back and bring your emotions to an even level. It gives you a chance to remind yourself of the uncertainties in the situation and respond with a cooler head ... from a position of emotional independence.

"Maybe" also gives you the space to respond more appropriately. If she will *maybe* be a great business partner, how will you work to make that relationship a reality? If she will *maybe* never live up to her potential, how will you help her overcome her uncertainty ... or perhaps let her go with non-judgment.

I am confident that with awareness and practice you can put this powerful principle to work in both your business and your life.

Your effective leadership and the strength of your team will allow you to sustain your emotional independence.

When you learn to stay even, you'll be a more effective leader, a more successful entrepreneur and a happier person! So then the question becomes, how do you transfer those qualities to your team?

The third strategy is to make certain you and your leaders are on the same page.

As leaders, you continuously evaluate how best to support your team. By helping emerging leaders achieve THEIR goals ... you achieve YOUR goals. That's a wonderful benefit to your Direct Selling business.

What's something you can do immediately to help move your team forward? Make sure you and your leaders are on the same page.

When was the last time you asked your emerging leaders ... "What do you want from your business?" "Are you satisfied with the pace of your business?" "What's your next goal?" It's not uncommon that people are unintentionally running in different directions, and this miscommunication can inhibit the potential for achievement.

When working with your leaders, regularly review the following ...

- What do they want?
- Are they satisfied with where they are in the business?
- Do they want to move forward or are they comfortable with where they are?

Don't confuse what they need to accomplish in support of YOUR goals with what they need to accomplish in support of THEIR goals. It's only with clarity that you can effectively guide them ... and prioritize your efforts as a leader.

Where are they now? The numbers don't lie! A simple snapshot of their genealogy is a great place to start. How many qualified legs do they have? How many are stable and growing and how many are weak or tenuous? Once you see the reality ... together you can agree on what it will take to achieve the next title.

What do they need to do? Based on your business model, follow the system and take action. Most business systems revolve around consistent activity in:

- Talking to new people
- Sharing a balanced message of business AND products or service
- Utilizing guest-driven events
- Sponsoring new business Consultants
- Signing new Customers
- Promoting in Title
- Teaching others to do the same

When your focus is on how to best serve your team ... there are fewer frustrations and misunderstandings. Your emotional independence is strengthened when you and your team are on the same page and running in the same direction to meet their goals. In that way, you'll meet your goals as well.

Don't just declare it, do it! With these key strategies, you'll create and sustain your emotional independence. You'll be prepared to overcome the many challenges that can arise in your business.

By declaring the attitude of a Champion ... and taking action ... you will continually meet your goals and those of your team. Emotional independence can be yours ... this month and every month. Enjoy!

Your Action Steps for July

Action Step #1

Identify a fear or limiting belief that is holding you back.

How is this fear or limiting belief serving you?

How is it holding you back?

Identify three action steps you can take to move through this fear or limiting belief.

Action Step #2

What situations or events cause you to go too high or too low? For example, maybe you got too high when someone who said 'No' last week said 'Yes' this week. Or, you got too low when a new partner stopped returning your calls. Let's identify a couple of recent situations, your feelings and your response.

Describe the first situation. What happened that caused a 'high' or 'low' response?

Did you go too high or too low?

What emotion did you feel? (elation, anger, disappointment, other)

What lesson(s) did you learn from the experience?

Describe another situation. What happened?

Did you go too high or too low?

What emotion did you feel? (elation, anger, disappointment, other)

What lesson(s) did you learn from the experience?

Action Step #3

Identify your key leaders. (Start here and use another piece of paper if necessary.)

On a scale of 1 to 5, with 1 being inactive and 5 being highly active, rate each one based on their current activity level.

Note: Let's be objective here. Be grateful for everyone on your team. This is simply a rating based on their *current* activity level, not what they've done in the past.

Leader's name and 'Paid As' Title _____

Rating _____

Leader's name and 'Paid As' Title _____

Rating _____

Leader's name and 'Paid As' Title _____

Rating _____

Leader's name and 'Paid As' Title _____

Rating _____

Leader's name and 'Paid As' Title _____

Rating _____

Contact each leader and ask them, "Are you satisfied with the pace of your business?"

If they are satisfied, let go of any unnecessary judgments and let it be. I like to say, "Work with the willing and love the rest."

If they are not satisfied, then together you can create a simple plan outlining the next steps for them to take action and move forward. The plan should revolve around activities we reviewed in the audio training.

Once the plan is set, pay attention! Are their actions matching their words? If so, keep up the encouragement. If not, re-work the plan with them so they can be successful.

When your focus is on how to best serve your team ... there are fewer frustrations and misunderstandings.

“Don’t be satisfied with stories, how things have gone with others. Unfold your own myth.”

~ Rumi

Your Time Management Tip

Put an end to procrastination!

You have a deadline looming. And yet, instead of doing your work, you are fiddling around with miscellaneous things like checking email, social media or watching videos. You know you should be working, but you just don’t feel like doing anything.

Are you familiar with the procrastination phenomenon? When you procrastinate, you squander away your free time and put off important tasks you should be doing until it’s too late.

And then, when you realize it’s too late, you panic and wish you had started earlier.

Chronic procrastinators spend years of their life looped in this cycle, which is driven primarily by fear. Delaying what scares you, putting off things to avoid rejection, hiding from work to avoid failure, facing work only when it’s unavoidable ... then repeating this loop all over again.

It’s a bad habit that eats away at your confidence, causes and intensifies depression and prevents you from being a Champion.

Don’t let procrastination take over your life. Here are some proven strategies to help you overcome procrastination, banish your fears and regain your emotional independence.

- 1) Break your work into little steps. If it seems too overwhelming, breaking it down will make it easier to take action.

- 2) Change your environment. Different environments have different impacts on our productivity. Work where you are inspired.
- 3) Create a detailed timeline with specific deadlines. What is the goal? What is the plan to take action? When do you want to meet or exceed the goal?
- 4) Work with an accountability partner. Find someone who has equal or greater discipline, desire to achieve, positive attitude and work ethic.
- 5) Declare your goals. It's one thing to think about it. It's another to write it down. Declaring your goals out loud takes your commitment to a whole new level.

Procrastination is a choice. If you want to be a Champion, choose to put an end to your procrastination.

Your Personal Development Challenge

Create an Attitude of Gratitude

Thinking about what is working in my life puts me in a much happier mood than thinking about what isn't working. The law of attraction proves that when you think about what is not working in your life, you attract more of it. Conversely, if you think about and are grateful for the good in your life, you will attract more of it.

You owe it to yourself to put positive thoughts into your head each and every day. Remind yourself how amazing you are ... and how the possibilities are endless!

I recommend you commit to creating a daily gratitude list. Every morning, I make note of at least 10 things I am grateful for. What a glorious way to start my day! Many mornings, I do this in my head before I get out of bed. That way, my gratitude juices are already flowing even before I take pen to paper.

I believe in the philosophy that what we think about, we bring about ... and what we think about all the time ... creates our reality. So, it just makes sense to continually think about all the things we are grateful for that are working in our life.

Author Melody Beattle inspires me when she says,

“Gratitude makes sense of our past, brings peace for today, and creates a vision for tomorrow.”

Leading with gratitude will inspire you to consider all the positive ways you can take action to design your life today and expand your vision for the future. An Attitude of Gratitude will be the foundation for your emotional independence.

Your July ZannPlan Take-Aways

List your top three take-aways from your July ZannPlan:

- 1) _____

- 2) _____

- 3) _____

Closing Words from Leslie

Start today to develop the viewpoint, skill set and mindset to create Outrageous Achievement.

With more clarity in every season, you will set better priorities, take more consistent action, and meet and exceed your goals ... not only this year, but for years to come.

Declare your emotional independence this month and every month,

Leslie