**15324, Loren Slocum**

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| Good Morning Everyone!I know we just met, but can I tell you a secret? Lean in close…Can you believe that of the over 60 million people in Network Marketing -- of the millions of people ***who could have been here*** -- there are only 3,000 people attending this event? And you’re one of them! **What does that say about you?** It says that you must be a pretty amazing woman. I want to acknowledge for showing up and thank you for being here. I’m Loren Slocum Lahav and I’m so grateful and excited to be here with you. I only have a short time with you and I want to have a conversation. This isn’t a presentation but a conversation. But before we get into the nitty gritty, first, I have to ask you a very important question. How many of you had a cup of coffee this morning? Or two cups? More than two cups? Why did you have it? To Wake up? Great! My job during our time together is to wake you up and help you stay awake. How many feel great after you’ve had that first cup of coffee? But then the hours go by, and it gets later in the day, and the buzz starts to fade, and you start to feel that afternoon slump. Can you relate? Anyone feel that way right now? Maybe we need a little entertainment to help wake you up. Everyone get up, on your feet!* + **Video:** New “Alien” Video
	+ Ouch!

Every one of us has experienced this. Where life is going great, we’re walking along blissfully happy, enjoying our day, and then suddenly, out of nowhere, the ball drops and crushes us. We’ve all had this happen. I could tell you my whole story – we all have this story, we’ve all been shut down, we’ve all had shit happen -- but we have a limited amount of time together and what I want to do is get back to you. Whether it’s a family emergency with your spouse or your kids, an unexpected financial crisis, or a business deal that collapses, we’ve all experienced the unexpected that causes us to drop the ball. But no matter what it is, what makes the difference is that when the ball drops, you pick it back up. You know you have to because no one is going to do it for you. Even better, when you see that it’s about to drop you need to catch yourself (I still have to do this myself). As they say, an ounce of prevention is worth a pound of cure. The key is that no matter what caused the ball to drop, you have to remember three important things: * + - Don’t take it personally
		- Know that no matter what, it will be ok
		- You’ll pick yourself back up, you’ll surround yourself with great people, and you stay hungry.

How do you do this? I’ve spoken in front of thousands of people over the last 20+ years. I’ve traveled with Tony Robbins, and shared the stage with some pretty remarkable women, including Jean Chatzky and Erin Brockovich. I’ve spoken in different countries and in huge venues and in tiny rooms. I’ve been a Network Marketer for years. And no matter who I’m talking with I’ve discovered that every single person – no matter who they are -- has one thing in common. Do you want to know what it is? Do you want to know what the difference is that makes the difference? And this by the way is also the answer to how you pick yourself up after the ball has crushed you. The answer is…**You are the difference:**  You are the difference that makes the difference. Let me repeat that. You are the difference that makes the difference. If you believe you can’t make a difference? Ask a mosquito.The next 25 minutes my goal is to help you get back to your core as a women, to help you OWN who you are and help you stay true to that person while building an amazing foundation for you and your teams.Who here has been to this event before? Who here is this your first time? Do you want to know the coolest thing about this event? You are going to feel like you are taking a drink out of a fire hose. The next 2 ½ days are going to build you up so much that you are going to be unshakeable in who you are and why you have chosen the most awesome place to be with the most amazing women from over \_\_\_ countries and over \_\_\_ companies. You will walk out of here feeling so strong and powerful, with an attitude of, “Go ahead…Just try to knock me down! I dare you!”**80/20:** You are going to learn a lot. Only 20% is the mechanics, the how. But 80% is Psychology and what you believe about yourself, about your company and about being the difference. You are here for you.**Stay True, Be You:** But I do want to caution you – you will see and meet all kinds of people and there will be a part of you that will want to compare yourself to others. Compare your business and your success with other women’s business and success. My challenge to you is to stay true to who YOU are, focus on yourself. To stay true, be you. These next few days are about YOU. You’re going to get certainty about the industry, certainty about the product, certainty about what you’re going to do to bring more of you to the table. **5 Key Strategies:** I want to share with you the 5 most important things to remember when the ball drops – or even if the ball doesn’t drop. These are the 5 things that will get you the results no matter what. The 5 things of what it really takes to stay awake, and to stay true to you. **GOYA:** What is GOYA? Simply put, it means to get off your ass and do what you know must be done. No excuses! How do you find time to do it? You make the time if it’s important to you. No excuses. All excuses are equal. None are better or worse, they are still excuses. You just have to figure out a way to get the job done and done well. **Here is a Personal example:** I launched this business when my daughter was a baby, I was working on my second book, I was traveling constantly working with Tony Robbins and leading his crew (which I did for *20 years*?), and I was running my own events. If I had looked at everything on paper and laid out the pros and cons, it was absolutely NOT a good time to start a business. But did I do it anyway? YES! Why? Because of my kids. They were my reason for succeeding. I had said no for a long time. People thought I just knew the right people, not that I had a lot to share and to teach others. But, because of my kids’ encouragement and to set a life example for my kids, I finally said Yes!In order to keep going when things got rough, I had some non-negotiables. I set clear boundaries for what I would and would not do and how I would do them. A business takes a lot of work but you have to keep your boundaries clear so that the work doesn’t overwhelm you and the important things in life such as your family. You don’t have to sacrifice the people who are important to you in order to be successful. You just have to manage your life rather than let your life manage you. So, you have to know what motivates you to succeed. It may be different for each of you and that’s ok. No one should feel they should be motivated by the same things as the person next to them. Don’t allow the little things to get you down. People are looking for a reason to not make it. Keep your eyes on your success not on all the ways you could fail. There are always reasons you could fail. It’s too hard, I have to check with my husband, it’s my team’s fault. All excuses are equal, they only serve to make you set yourself up for failure. There are no excuses. One of my sayings is “Doing the Do” – Let’s just get it done. Talk to people, use the product, help people create great results, get on the calls. Everything can be a shiny penny. Always accentuate the positive and overcome the negative. There will always be Pitfalls that can stop you dead in your tracks. Some to avoid are: Distractions and Excuses! Distractions come in a variety of ways, such as family problems, car problems, money problems. These distractions will develop into excuses if you let them but remember. No Excuses. Distractions kill success. Distractions kill momentum. Distractions only serve to hinder any progress you’ve already made and stop any further progress. Only amateurs make excuses, Experts don’t make excuses. Experts set the goal, plan the action, and then do what is necessary to reach the goal. No excuses. **Action Tip:** What are your non-negotiables? What are your boundaries? What sacrifices are you willing to make and which ones are absolutely out of the question? You have to sit down and count the cost, decide what your boundaries are and then don’t waver from those decisions. Those non-negotiables will serve you throughout your career if you stay true to what is important to you at your core. **2. Stay True to Who You Are**: How do I know who I AM? Think about this. Who are you at your inner core. Create I AM statements. Some examples are: I am love, I am elegant, I am graceful. I am strong, I am intelligent, I am talents. Write them down. Post them on your wall or on the inside of your briefcase, somewhere that you will see them everyday. Quote them to yourself on a regular basis. I incorporated them into my morning rituals every day. I stated them out loud along with, “Today is the best day of my life.” They got me through many hard times. What are YOUR I AM statements? What do they need to be?How do you start your day? This is the most important thing. Get yourself ready for the day emotionally. If you want to change the world, you need to start at home. It’s how you start your day. To be a person you’re not is to waste the person you are. You must be in a business that resonates with who you are. Think about why you chose the company you chose. Write down the reason. State clearly how it resonates with you and you will know how it will resonate with others, thus causing you to attract the right people into your network. If you want to follow success resonate with who you are. **Your Vibe Attracts Your Tribe –** You must first have confidence in you. Compare yourself with your best, not with others. (Jealousy is when you count someone else’s blessings instead of your own). Besides, there is only one you. You are unique. Instead, use others’ success as an inspiration to improve yourself. Why do women turn on each other? Bullying: **PowerPoint:** RESEARCH STATS: regarding women in competition with each other, bullying.* + - 70-80% of bullying in marketplace is woman to woman.
		- Difference with network marketing is letting everyone rise.

And that’s when the bomb drops that you are comparing yourself to others. If you’re jealous, have a conversation and model what they are doing. You’ll see this is not the way you want to do business. You are better than that. Stay true to yourself, Be yourself, Don’t compare yourself. ***Stay True, Be YOU.*** Don’t compare your beginning with someone else’s middle. Use other’s success as motivation, but not as a reason to feel bad about yourself. **Self worth:** What make some worthy of having a successful business. A better question is: *Why not you? Remember your I AM statements. You are worthy. Repeat them more than just once a day if that’s what it takes to convince yourself that you are worthy and capable of success.* **Action Tip:** Start your day getting into a peak state: * + *I am* phrases
	+ *Today is the best day of my life again.*

3. **Leadership:** **Save Those Who Want to Be Saved / Team lesson:** **Would you follow you?** Are you being the leader that you would be inspired by? If not, why not? * **What is your score card?** Sometimes we lower our standards in business because we like people. You can’t afford to do this. You have to set your standards high and let others rise to meet you. That’s what a leader does.
* **Are you A team player?** Or are you a Lone Ranger? If you want to succeed in business you need to be a team player. No one can succeed totally on their own.
* One of my favorite role models is Keith Cunningham. He said: You get what you tolerate. **What are you tolerating that is not ok?** Stay true be you. Don’t tolerate something that is below your standards. Know your non-negotiables.
* **When building your team:** Help those with their hands up! Who can I build a team with so I can stay in my gift? No one can do it all, so discover your gifts, then look at what other gifts you need on your team and recruit team members who will complete your team with their unique gifts.

**Story**: Louis / Plane Crash: People in water – only 3 could swim. Who did she help? The people with their arms up. What happens when you help a drowning person? You get pulled down with them. Be ready to give a person a hand up, not a hand out. How do you know if you’re in the right place? Sometimes you may doubt if you are in the right place with the right business and the right team. **Story**: Broke foot and pregnant with Quinn – the right state to do it. Care about your team, ask questions, listen to their responses: People ask me: why do you care so much about me? I was talking to a woman who said she was raising her kids and then she would be happy. She told me that no one had ever asked about her. Show your team you care about them, not just their numbers. Put your energy towards people who will allow the river to flow and not be a dam. **Action Tip:** Help people become independent as quickly as possible – just be one of the resources for them. By helping your people to grow, the whole team will grow. By helping your team to be independent then you are free to do what you are gifted to do. Each member of the team has a purpose and a strength and a gift. When all work at their own area of expertise then the team functions better as a whole. 4. **ABL (Always Be Learning):** There’s consistency in the momentum. Once you have your plan in place, stick to your plan, but allow for some flexibility in that consistency. That learning curve will only improve as you learn from each step of your plan. Personal Development is essential. You must have a plan to pursue your own learning and improvement, don’t just do random, haphazard things to learn just anything. Have a plan and be consistent. Consistency builds momentum. Listen to Personal Development AND Take Action. Get new strategies and lessons AND incorporate them into your life and business. You must put feet to your ideas. They won’t accomplish anything if they only stay in your mind. **NET Time / Stolen Moments:** Listen to podcasts, tapes, empowering messages- TIP: Choose something positive to listen to or watch. I remember when I use to watch CSI right before bed until I realized it was impacting my feelings, opinions and even the choices I made. Then I stopped watching it.**PowerPoint**: Show 15 minute to fulfillment calendar in morning**Examples: When can you find these stolen moments**?* + - When you’re getting ready in the morning
		- While driving kids to school
		- Making dinner
		- Walking the dog
		- At the Gym

**Action Tip:** How many stolen moments do you have in a day? I can promise you will find more than you think if you really look at your day. Maybe you could take one day and write down what you do as you go along. At the end of the day you’ll be surprised at the times you could be putting this into practice. 5. **Vision / Purpose** – First, Define your vision and your purpose. Then create Your Vision Board* **VISION BOARD --** Your WHY for doing this. Seeing it planned out on a board like this will help you keep it all in perspective, especially when you have those difficult days.
* **Example:** What was Loren’s?
* Have it displayed everywhere. On your phone, on your office wall, on your computer screen.
	+ **PowerPoint:** Show Loren’s Boards
* **Vision Test:** if you can’t work all day, stay up an entire night, then work an entire second day doing what you’re doing without a break and without sleep, you don’t have a strong enough why. That’s because your Why is your passion. When you are passionate about something, that passion will keep you going.
* **Vision + GOYA = manifestation.** You have to hold vision and then you’re going to manifest it.
* **But you also have to schedule it.**
* **Calendar:** Show me your calendar and I’ll show you your life. What is important to you is what fills your calendar. You will most likely have to make some changes to your current calendar to make room for something as powerful as a VISION.
	+ **PowerPoint:** Powerful vision of showing calendar (Different colored dots) – 20 years of those.
	+ How you do everything is how you do everything. We all have methods and learning those methods, then applying them to our vision will make us more productive. Learning to adjust those methods will improve our production even more.
	+ We all have winning strategies, we all have winning formulas. We just have to learn them.
* **Action Tip:** Create your own Vision Board

**Option 1: Closed Eye Ending*** **Story**: going to Australia, going when it wasn’t convenient.
	+ **PowerPoint:** Josh’s Note
* **Video:** Mom video? Or alternative
* **Closed Eye**
	+ Imagine your child wrote you this note, Future Pace. Imagine 6 months from now, 1 year, 5 years…who have you impacted? Whose lives have you changed? What does your life look like? See it as already done. This is your time to shine.

**Option 2: Rant Ending*** NOW is your time to thrive. If not now, then when?
	+ You’re someone who will not only survive, but thrive.
	+ What will it take for you to thrive?
	+ Be someone that no matter what happens to you, you thrive!
* **Rant: Stay True, Be You!**
	+ Get ready A/V boys because I am about to go on a rant!
	+ When everyone is telling you to give up, Stay True, Be You!
	+ When your family is telling you it’s a waste of time, Stay True, Be You!
	+ When someone tells you that you can’t do it, Stay True, Be You!
	+ When people say, stop putting so much time into this, it’s not like “that works!” Stay True, Be You
	+ When your best friend tells you no, Stay True, Be You!
	+ When your family calls it a hobby. Stay True, Be You!
	+ When the ball drops, what do you do? Stay True, Be You!
	+ Celebrate!
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