

## **Kevin Porter's Mantra**

### **Kevin's 10 steps to Diamond**

- This is YOUR life - Be 100% responsible for it, all of it. Taking 100% responsibility stops the excuses, justifications and whining about whose fault it is that I am where I am. Here is the mantra that I use. Today I take 100% responsibility for my life, marriage, work, bank account, kids, dog, car, house, clothes, attitude, smile, etc. Period. Being responsible makes it possible for me to change anything I want to change. Handing responsibility to others saps my power, talents and gifts given to me by my Creator. Today I am 100% "put your name here". Who's going to tell me otherwise?
  
- Always be recruiting - have the mindset that you will have 100 personal sponsors by the time you hit Triple Diamond and 50 to hit Diamond. That is the price I gladly commit to paying for the freedom I so dearly desire. If I get there with smaller numbers, so be it, yet I commit to these numbers for my future, my family, my freedom.
  
- Read the Leadership books - There is a reason people have written them. They have climbed the mountain I am currently climbing. They can give me seeds of greatness that will push me to and over the top. I know that there is a mountain right behind the one I am climbing and I will need their help again. So I will read the books. Spend 30-60 minutes daily reading the books. Successful Diamonds read the books. Can it be any clearer?

- You need to be in the Top 5% of Network Marketers in ASEA to achieve Diamond and above. The good news is 90% of the people will never even try to get into the top 5%. They simply do not believe that they can. That makes the journey so much easier. Knowing the numbers makes my job simple. Just believe you can. Then have the will to say I will do it and I must do it for my future, my family and my freedom. Believe you can be in the Top 5%. You can and we need you to take your place on the stage.
- Develop tenacity and a fierce habit of persistence in accomplishing the goal of Diamond. Have a vise grip view of your vision of walking across the stage in "put wherever convention is that year" and being announced to over 2000 attendees. How does that feel? What will that look like in your bank account? Imagine and envision how people will look at you? Wow! Act like a Diamond today, with your core beliefs and with humility, not with your EGO.
- Stay in constant touch with your mentor(s). Expect to be held accountable for your actions and results. These are simply measuring sticks of your progress, not personal judgments of your worth or talent. We are all students, all of the time. Remain in student mode, even as a Triple Diamond. To be more you must learn more and then react. Take action again and again.

- STOP listening to negative people. Turn off the TV set and spend your time creating your future. When people get negative excuse yourself politely and move on. Negativity is poison for your life. Think about this...you have a glass of pure clean water. You drop in ONE drop of arsenic. Not enough to kill you or maybe even make you sick. Would you drink it? Of course not. Negative people, comments, TV news, magazines, articles are like drops of poison in your day. How much of it can you endure before it changes your mind, your attitude, your future and your life? Get rid of it. Walk away from it. A little of it every day is a cancer that will affect the long term outcome of your life.
- Do everything with a heart at peace. Be the calm in the storm. Take BIG action with quiet confidence. You have a clear vision so you know the outcome. Expect the best to manifest every day. Ask yourself this question, "How can it get any better than this?" several times a day and look for the answer to the question. We all have daily opportunities to share the ASEA story, to serve people, to show your heart to others. You NEVER know where each contact, conversation or action will take you. Trust yourself and expect miracles to show up every day.
- Be a 20-20 Club member and Mentor for others. Win the contests. Go on the cruises. Make the company pay your way! Learn to duplicate with the system and tools ASEA has given you. Know your tools and information. Be professional.

- Help others recognize their gifts and talents. Show them our way to a better future. Whether they say yes or no, in or out, love them all. This is an important part of our journey. ASEA is bigger, better and more important than we know. Trust that knowledge.
- Be 100% responsible for your outcome! (See #1)

**Your mantra: I am ASEA and I am Grateful!**