



MENTOR OF MENTORS

# LARRY THOMPSON

CONGRATULATION

# 50 YEARS

ANNIVERSARY

JOINED THE NETWORK MARKETING PROFESSION  
MAY 4, 1968



THE  
Millionaire  
Training™

**Golden Principles That Created  
the Top Network Marketers of Today**

**Larry Thompson**



Copyright © 2020 by Larry Thompson

All content is copyright 2020 by Larry Thompson

All rights reserved worldwide.

No part of this book may be reproduced, redistributed, transmitted, retransmitted, translated, sold, given away, decompiled or otherwise circumvented by any means, electronic or mechanical, including photocopying, recording, or by any information storage or retrieval system, without written permission from the publisher, Manifest Publishing.

This book is designed to provide information and processes used by Larry Thompson. Every effort has been made to make it as complete and accurate as possible, but no warranty is implied.

The information in this book is provided on an “as is” basis. Manifesting Prosperity International, LLC, and the author and Larry Thompson make no guarantees that you will experience the same results as the author or those who attended The Millionaire Training or listened to The Millionaire Training tapes. The author and Manifesting Prosperity International, LLC also have no responsibility to any person or entity with respect to loss or damage arising from information contained in this book or from any programs or document that may accompany it.

To order copies in quantities of 500 or more, call 972.632.6364.

ISBN--13: 978-1-944913-51-9

## ACKNOWLEDGMENTS

Thank you so much for purchasing this book. The information you're going to find within these pages has been transformational for me over the past 50 years of my life. I continue to find value from these concepts today, and there are countless numbers of others across America and around the world whose lives have been transformed just as mine has been by the very same principles you're about to discover.

Someone once said, "Long after I may have forgotten what you said, I will always remember how what you said made me feel." The way the following few people "made me feel" by something they did or something they said, helped me make a major transformation in my character.

This book is not about me; it's a compilation of the experiences of each of the contributors and how they used these principles and the philosophies to change their life for the better – whether they were a school teacher, a plumber or a salesperson.

There are so many people I want to thank and acknowledge, and the first two were both major mentors for me. What I learned from them has made this book possible. I met both of them on May 4, 1968, and while neither of them is still living, their names, their philosophies, and their legacies will live within me forever.

## **Bobby DePew and Jim Rohn**

Bobby DePew and Jim Rohn, my very first two mentors, had such a major impact on my life that I cannot imagine where I would be today without them. I refer to Bobby as the original strategist and tactician of network marketing with his psychological, his strategic and tactical approach along with his teaching style that forever changed me.

And, Jim, because of his philosophical approach in what he taught and the example that he established for me to follow. I will never be the same as I once was because of who he was and how he was. Everything that I am today, I owe to both of these two gentlemen.

Today, each of us can reach out and touch the lives of others and change them in the process, in the same manner that Bobby and Jim's example impacted me.

## **Mark Hughes**

Many, many years ago, a very young entrepreneur, Mark Hughes, invited me to play a key role with him in his newly formed company called Herbalife. Mark said to me, "I want you to take full responsibility for building my entire sales team."

I will forever be indebted to Mark for his faith and trust in me to do that because his distributors were his family, and without the platform he provided for me at Herbalife, I wouldn't have had the chance to be where I am today.



## **Lari - Leah**

This special acknowledgement must go to my daughters, Lari and Leah. Together, we went through all of my growing years and becoming the person I am today. Many times, we missed birthdays, graduations and school events; yet, we continued to love and support each other through it all. Now, I am blessed to work with you in all the entrepreneurial businesses in which we've been involved. What a joyful life you have given me!

## **Tish Rochin**

My sister, Tish, was the first distributor I sponsored in Herbalife, and she was the first distributor for our company in the state of Texas. I fondly remember Tish being at the front of the room the day *The Millionaire Training* was recorded in 1981. Mark and I always referred to her as “the lady truck driver,” and her contribution to the success of Herbalife has been beyond question, immeasurable. She was the second distributor who became a Millionaire in Herbalife.

## **Dennis Dowdell**

I want to acknowledge, Dennis Dowdell, who also was present the day we recorded *The Millionaire Training*. Dennis is a unique man who became a very, very good friend of mine and he was one of the first 500 distributors in Herbalife. Time has intensified our friendship. His support over the years has

always been appreciated, and now we're neighbors in Texas with four decades of special memories.

## **John Addy**

Someone who has become a great supporting friend to me over the last decade is John Addy; his unwavering support, encouragement, wisdom and talent have helped make the world of technology work for me to the maximum extent possible. He turned out to be one of the missing corner pieces of the “success puzzle” by filling a very specialized need.

## **Carolyn Tarr, Vicki Tarr Sorg, Rolf Sorg and Carston Ledulé**

In Europe 26 years ago, the combination of Vicki Tarr Sorg (who I sometimes refer to as my ‘adopted daughter’) and her mother, Carolyn Tarr, along with Rolf Sorg and Carsten Ledule’, created a commitment to perpetuate the rise in popularity for network marketing in Europe. It was their commitment to perpetuate and share the principles and philosophies contained in the stories in this “success manual” that will help accelerate the growth of the industry throughout Europe for decades to come.

## **Ron Henley**

Ron Henley has, for many years, been fascinated by the potential for opportunity to be found in network marketing. He has carefully recorded the history of the founders, the leaders,

and the many companies that have come and gone, and that continue to emerge. His historical compilation allows us to better understand the evolution of our industry. A very close friend and confidante of Jim Rohn, Ron has emerged as the “museum curator” of network marketing. Ron and I both continue to grow because of our friendship and because of the presence we have on each other’s lives.

## **Tonja Waring**

I first met Tonja at one of her manifesting events and was immediately and profoundly impressed not only by the substance of her message, but also with how she delivered the message of *Getting Clear on What You Want*. I immediately knew that she had valuable skills that were parallel with my own. In addition to being the head of her own company, she serves as the editor and publisher of this book.

Tonja had been aware of *The Millionaire Training* even before we met and has used its concepts in building both her business and her life. She is multi-talented. I believe her marketing genius helped My Pillow become a dramatic success. In editing this book, she told me, “This book will have a greater effect on the lives of people than *Think and Grow Rich*.”

Taylor and I are proud to call her our friend.

## **John Fleming**

John Fleming and I both joined the network marketing industry with Bestline Products. Even though, we were in different downlines, we had the same DNA profile that emanated from Bobby and Jim. I was so proud the day I heard that John Fleming brought networking marketing to Avon and later became president of Avon West.

Since then, we've worked on numerous projects together and our mutual respect is unparalleled, as there are so few who truly grasp the solid principles necessary to build an Avon or Herbalife. We have worked very closely together the last three years. In my opinion he is the premier authority on the gig economy. He has a vast understanding of who is in this enormous entrepreneurial playground and how they can prosper with the opportunity.

## **Taylor Thompson**

Seldom does a person do well in life and business without someone at their side who has the keys to his or her heart and who at the same time possesses their own unique collection of skills and talents. My wife, Taylor Thompson, holds such keys, skills and talents.

First, the publication of this book would not be possible at all without Taylor. She was insistent with me that this message had to be made available for everyone to read, especially women. It was Taylor who did all the interviews and who remained focused on capturing the details of the many people involved to make certain the dream of completing the project became a reality and their contributions memorialized.

Taylor is much more than that. Taylor was successful before we ever met. For many years now, Taylor has digested and embodied the principles in not only *The Millionaire Training*, but also *The Six Pillars*, *The Four Generations of Network Marketing* and so much more. She has stood beside me on stages around the world and delivered the heart and soul of this training that began with Bobby DePew and Jim Rohn so many years ago.

During *The Millionaire Training* four decades ago, I predicted the substantial impact women would have in network marketing. Today, 70% of people in network marketing are women. Because women and men assimilate and disseminate information differently, the same philosophies and concepts delivered by me (and now by Taylor) will have a greater impact in the future of our profession which is dominated by women.

I know of no other person than my wife, Taylor, who is better qualified to continue delivering these invaluable principles. Taylor is the founder of The SheNetwork and my training partner in the LT WealthBuilding Academy.

Taylor has blessed me immensely in her love and support through the years. I have no doubt she will continue to inspire and teach many entrepreneurs, especially women, these principles. I have the greatest confidence that the torch that was given to me by Bobby and Jim will burn brightly through Taylor for many years to come.

\* \* \* \* \*

And, finally...it would be inappropriate to refer to this publication as merely ‘a book’ - implying that it’s intended to

educate or entertain those who read it. I believe it would be far more accurate to refer to its contents as a source of ideas and insights that have been used by many people around the world as a “success manual” to increase their wealth and enhance their personal life.

If that happened for ordinary working people like those who you will read about on these pages, it can happen for YOU – provided you not only read this book, but that you assimilate and internalize its truths to the extent that the contents become part of who and how you are. The good news is, you can do that!

Larry Thompson  
September 5, 2020



# CONTENTS

## Acknowledgements

Foreword by John Fleming .....	xiii
A Look at History by Ron Henley .....	xviii
Accolades.....	xxvi

## The Millionaire Training

Long-haired Hippie Construction Worker.....	1
The One Variable is You.....	15
Get a Gold Mine Attitude .....	35
Death of a Salesman .....	54
How to Employ Yourself .....	74
Your Mental Projector .....	84
Problem Solving.....	89
The 7 Diseases of Attitude.....	97
Five Major Ingredients to Turn Your Life Around.....	108
You are Enough Demand the Best of You .....	114

Photos.....	117
-------------	-----

## Success Stories

Jeff Roberti, #1 Distributor, Juice Plus+.....	167
Tish Rochin, Chairman’s Club, Herbalife International.....	176

Trey Herron, Chairman’s Club, Herbalife International.....	185
Rolf Sorg, Founder, PM International.....	193
Karla Ingolio, President’s Team, Herbalife International .....	199
Jeff Weisberg, Top Earner and Entrepreneur.....	211
Rick and Michelle Teague, Top 10 Distributor, Modere .....	225
Jay Bennett, Top Field Executive, Isagenix.....	238
Jack and Julie Silva, President’s Team Herbalife International .....	248
Lisa Grossmann, Top Rank Distributor, Pruvit.....	253
Frank Mulcahy, Top Earner, LegalShield .....	262
John Solleder, Senior Platinum, Immunotec .....	271
Dan McCormick, Top Global Distributor, Nu Skin .....	280
Dan Stammen, Co-owner WorldVentures Holdings.....	296
Dan Waldron, Chairman’s Club, Herbalife International.....	314
Ray Higdon, Founder, Rank Makers .....	324
Taylor Thompson, Founder, The SheNetwork .....	328
 <b>LT WealthBuilding Academy</b>	
Wealth Building with Larry and Taylor Thompson.....	339
The WealthBuilders Exclusive Inner Circle .....	342
The WealthBuilders Membership .....	343

## FOREWORD

by John Fleming

I felt honored when Larry Thompson asked me to provide a foreword for his book, *The Millionaire Training*. Larry and I started direct selling careers with the same company. We learned from the absolute best. A few, including Larry, went on to become legendary in their contributions. Larry's good friend, Mark Hughes, founder of Herbalife International, and Jim Rohn are names that many of us will never forget. Each of the three (Mark, Larry, and Jim) became known for the leadership, inspiration, teaching, coaching, and mentorship that became the foundation of what we know today as Herbalife. Mark was the charismatic founder and leader, Jim was the motivation and inspiration, and Larry, the teacher, coach, mentor, and builder.

Over 50 years ago, Larry Thompson found a way to reduce complexity to simplicity. Perhaps this is why Larry and I have become such good friends. My respect, appreciation, and enjoyment of our friendship probably have a lot to do with my background and way of thinking. I always wanted to become an architect. As a kid, I loved to draw buildings, not things or people. I chose my college based solely upon the

relationship of the college with the legendary architect Ludwig Mies van der Rohe, the founder of the school of architecture at the Illinois Institute of Technology. Mies was an influencer in the world-renown Bauhaus School of Design founded in Germany in 1919 by architect Walter Gropius.

I worked in the office of Mies van der Rohe while he was still living, and the impact of a "less is more" philosophy, applied to architecture, changed my entire way of thinking about everything else I would do in life. I also learned to understand that good design is only meaningful when it leads to good construction. The pyramids in Egypt, the Parthenon in Athens, Greece, and many other structures that remain standing, in whole or part, throughout the world are evidence of the lasting effect of great design. Yet, as amazing as the designs are, they would not have lasting influence were they not built in a way that stood the test of time.

To this day, we do not understand precisely how the pyramids or other ancient structures I have mentioned were constructed. How could anyone have possibly built some of those structures more than 2,000 years ago? These thoughts relative to my love and respect for architectural history relate to how I think about Larry. I view Larry as one of the great builders of the direct selling business model. His business-building construction techniques are legendary.

The stories herein are amazing ... stories that need to be told! Each one is an incredible example of how the direct selling model was used to accomplish extraordinary success. Most of the stories are about those who built their businesses as independent contractors. Some are about how personal efforts have contributed to the growth of other significant

direct selling companies. Foundational to each story is an encounter with Larry Thompson and the adoption of his principles. His approach to how we can adopt behaviors and duplicate behaviors in others remain legendary teaching concepts. His ideas remain as relevant today as at any time in the past, perhaps even more relevant.

As this book goes to press, the direct selling channel of distribution, which is often recognized by such other labels as Network Marketing, Social Selling, Social Entrepreneurship, or Social Commerce, is at an inflection point. The business model's attributes are being refined, and often redefined, to better position opportunities that will resonate in a marketplace that has grown to embrace technology and simplification in how we work and live. I call this new frontier the gig economy because of the enormous opportunities it offers, the incredible use of technology, and the simplicity associated with gig income-earning opportunities.

The opportunity to earn \$500 to \$1,500 per month, in ways that offer flexibility and freedom in how the work is done, has attracted an estimated 50 million-plus Americans to gig opportunities. The current world changes may accelerate this growth. There always will be some people who will earn a lot more than the income range we have mentioned, and their leadership can make it possible for more people to experience what they desire.

Direct selling companies are a part of the gig economy, and the opportunity to thrive has, perhaps, never been greater. However, new opportunities also require the development of, and adherence to, foundational principles that enable the building of lasting structures. I am not surprised that Larry has an excellent vision for what the future holds. The pyramids still

stand, and so do the basic principles Larry has advocated over many years. How the principles are used and supported by technology has changed.

The stories on the following pages are the beginning. These stories are testimonies. They are also building blocks. Read them carefully as times are changing, and the future is always faster than we think. In fact, we are in the future! The stories are not about the present and past; they are about what the future holds. Will there be modifications? Of course. It is my pleasure to have been able to share a few words before you read some of the greatest stories ever told, relative to direct selling!

## John Fleming



John T. Fleming is a student and advocate of the direct selling channel of distribution. His many years of involvement with the direct selling business model has been through actual participation as a direct seller, as an officer and pace-setter within one of the world's largest direct selling companies, as well as Publisher and Editor-in-Chief of Direct Selling News, Researcher, Consultant, Speaker, and Writer. Acknowledgment of John's accomplishments,

advocacy, and understanding of the direct selling business model is best summarized by the three most distinguished awards he has received: the Direct Selling Education Foundation's Circle of Honor award in 1997, and induction into the Direct Selling Association Hall of Fame and recipient of the first Direct Selling News Lifetime Achievement Award, both in 2016. You can read more of his story at [www.johntfleming.info](http://www.johntfleming.info). John is currently

the Project Lead on the Ultimate Gig Research Project and co-author of Ultimate Gig, [www.ultimategigbook.com](http://www.ultimategigbook.com).

## How to Employ Yourself

Now, I'm going to share one other thing with you that will bring this together for you as far as, how do we put all this into practice every single day? How do we go from 8 o'clock this morning to 5 o'clock this afternoon? How are we going to do it?

It's a subject that I call, *employ yourself*.

Why don't you get out a fresh piece of paper for this? Employ yourself. Habits, remember the habits thing? The only way you can get rid of a bad habit is to replace it with a good habit, right? And you've just got to keep switching it. I'm going to talk to about employing yourself, how to employ you.

Everyone says, "It's okay to talk to yourself, but don't answer," right? Don't you buy that story. You want to really get excited. You want to have a good conversation with yourself:

"Yeah, but let me tell you this."

"Yeah, but what about this," right?

And then, just slap yourself around.

You've got to do it sometimes. You've got to get intense just like there was somebody else there. You've got to talk with the inflections, the whole deal. You can't say, "Well, the reason you're not doing well, Larry..." that just doesn't cut it. I had to learn how to employ myself. Sometimes, we need crutches to

get us through life. Sometimes, we need mental crutches to get us through life, mental crutches.

You're up here on this stage, and you fall down and break your ankle. You're all by yourself. There's not one other person in this hotel. You fall down right here and break your ankle. You've got to get off the stage, down the aisle, down the corridor, past the coffee shop, out the front door, across the street to the parking lot to get to your car. You've got a broken ankle.

Can you get there? Yeah. Would it be painful? Absolutely. And if you're all by yourself, there's not one person to help you. You could get there, absolutely you can. It'd take a long time, and you could do some irreparable damage to your ankle, right?

You're up here, all by yourself. You fall down and break your ankle, but perhaps you can find something that you can use as a *crutch*. And now, you go down the corridor, across the parking lot, and out to your car.

Can you get there? Can you get there easier? Can you get there with less pain? Probably zero damage to your ankle, right?

So, if you have the ability to have a crutch, then you need to use it.

### **Sometimes we need mental crutches to make us successful.**

Mental crutches. And, that's what I had to develop was a mental crutch. I had to play mental tricks on myself. And to do that, I had to split my personality into two people.

I had to have two personalities, *Larry One*, and *Larry Two*, okay?

Larry One was the boss.

Larry Two was the employee.

Now, I had to split my personality, and I had to talk to myself, and I had to rationalize this whole thing. You want to picture it like this. What if you found out that somebody had a position, or better yet, you just met someone, and you got to like them. They got to like you, and you had no idea what kind of business they were in, but you just liked each other a lot.

And then, after a day or so there, he says, “Hey, listen, I really like you, and I think you’re the type of person I’m looking for in my new company, and I’ve got a position for the right person. It pays \$100,000 a year.”

And quickly, he’s got your attention, right? And you think, *Yeah, I know, it couldn’t be me*. Right? And he says, “And I think you’re the person for the job.” Now, if that happens, someone would have your attention. What happens when you go out to find a job, for example?

You come in contact with somebody, if it’s by virtue of an advertisement, personnel agencies, whatever it might be, when it finally gets down to where there is the basic company you would like to work for, and you’re the basic person they’d like to have, then you start talking about income. Then you start talking about fringe benefits. Then you start talking about days that you work, hours that you work, etc.

Isn’t that how it works?

Well, that’s the same thing it is when you go to work for yourself.

The only difference is you don't have this person here that's overseeing you. Remember the bad habits? Remember the guy at the gas station here? We talked about him earlier, why he fell down. Because he kept some prior bad habits that were bad for his business, right?

He showed up when he was working for someone else, but he didn't show up when he was working for himself. Larry One here, and Larry Two.

Larry One says, "Hey, I've talked to you enough for the last two days. I've got something that I think would fit you. It'd pay you \$100,000 a year." Larry Two is excited, "Tell me all about it."

Larry One explains his opportunity to him. And Larry Two says, "Okay, what do I have to do exactly?"

"I need you to talk to 10 people a day, okay?"

"No problem. I can talk to 20 people a day for \$100,000 a year."

"Hey," Larry One says, "only 10."

"All right, when do you want me to start?"

"Right away. How about starting on Monday morning, okay?"

Larry Two is chopping at the bit, "Okay, I'll start Monday morning."

"Okay, we've already decided for this \$100,000 that you're going to work six days a week. Is that correct?" Larry One asked.

"Yes."

"We also decided that you're going to work at least eight hours a day during that time period. Is that right?"

Larry Two assured him again, "Yes."

“And you’re going to talk to 10 people a day? That’s the most important thing that I want,” Larry One confirmed.

“I got it.”

So, Larry One asks, “Okay, what six days a week do you want to work?”

Larry Two says, “Oh, I don’t care,” right? (Well, he’s got to care, as to his future. You ever see someone go into a restaurant, and they say, “What do you want to order?” and they reply, “Oh, I don’t care. Get me anything.” Well, you know what you get? Anything. It’s what you get. You don’t get what you want. You get whatever someone else brings you. You need to care about what happens to you in your life.

So, Larry Two says, “All right, I want to have Sundays off.”

“Fine. So, you’re going to work eight hours a day?”

“Yes.”

“What hours do you want to work, Larry Two?”

Larry Two replies, “Well, I don’t care,” right?

Larry One digs in, “Well, you choose it.”

Larry Two, huffs, “So, okay, I’ll start at 9:00. Say 9:00 to 5:00.”

Larry One shakes his hand, “You got it!” Okay?

So, everything’s all set. Larry Two’s excited. He can’t wait for Monday morning to come around, start his new job, his new career, making \$100,000 a year. All he’s got to do is talk to 10 people a day. He’s got this in the bag. He can’t even believe it. He’s not going to believe it until he gets his first check, not ever. He’s all excited.

Now, Monday morning rolls around, and Larry Two’s ready to go to work. He’s trying to get out the door to go do his

job. He agreed to start to work at 9 o'clock, and just before he gets out the door, something happens with the kids and with the dog, and he gets a phone call. And as he's heading out the door, it's not 9 o'clock. It's 9:07 when he looks at his watch.

He thinks to himself, *It's 9:07... Oh that's all right. I'll make up for it.* And he goes to get in his car and starts it up, and he looks in his rearview mirror, and who do you think is sitting in the back seat? Larry One.

And Larry One says, "I could be mistaken here, Larry Two, but my watch says 9:07."

Larry Two instantly says, "Oh, you're right. It is 9:07, and I said I was going to start at 9:00, but a lot of things happened," and proceeds to tell Larry One the story.

And Larry One says, "Hold it, right now. You and I agreed that you were going to start at 9 o'clock, and the first day on the job, it's 9:07. Now, if you want to start at 9:07, Larry Two, that's fine with me. But you're going to start at 9:07 every day. It's not going to be 9:08 or 9:17. Whatever time you say you're going to start; you're going to start. Now, do I make myself clear?"

Now, if Larry One didn't care about Larry Two, what would he do?

He'd say, "That's okay. You make up for it a little bit later," right? Isn't that what he'd do? And what does Larry Two develop the first day on his job? *A bad habit.* Larry One cares about Larry Two, so he's not going to allow this bad habit to creep in.

**Your habits are what equals your income.**

The habits that you have is equal to your income, good, bad or indifferent. And for things to change, what's the formula? You've got to change. You understand? For things to change, you've got to change. So, you've got to change the habits. That's all it is, the habits.

Everything goes along well for a couple weeks when Larry Two is starting to leave, he gets a phone call from one of his best friends that he hasn't seen in six years, and his friend says, "I'm just around the corner. I'm coming over to see you."

And he says, "I'll be here." And he gets there, and they get to talking, and they get all caught up in all those war stories, all the things that's gone on in their lives.

They're going on and on and on, and before you know it, it's 7 or 8 o'clock at night, and he hasn't even gone to work at all. Period. And Larry Two convinces himself, *That's okay. I've got Bob here. Bob is going to be better than any 10 people I could talk to today. This is going to be something. I know he's just going to do great, and he'll start and it's going to be wonderful.*

And they go on and on and on and on some more. They have a nice dinner that night, and it's about 10 o'clock at night. Larry Two's brushing his teeth, getting ready for bed, and who do you think is standing in the shower? Larry One, right?

Larry One says, "Listen, I've been really busy today, and I haven't paid any attention, but I don't remember seeing you at all."

And Larry Two said, "Oh, you didn't, but let me tell you the story." And, he ran through the story, right?

Larry One says, "Hold it, Larry Two. When you were doing construction work for a lousy \$10,000 a year, you went

to work every day, and you were there on time, and you showed up every single day. And I'm paying you \$100,000 a year, and one of your friends comes by, and you don't go to work at all?"

He said, "I need more consideration than that. If you're not going to work like you say you're going to work, then we're going to adjust your pay schedule here, Larry Two. It's going to be adjusted."

Now, Larry Two could look at that two ways. Well, that's being really hard. You bet your life it's being really hard. Larry One cares about Larry Two, and he's not going to let that habit start.

If he lets it start, it's going to happen three weeks from Thursday. He'll be doing it every single day. He'll be starting to slack off because of habits. Lack of discipline starts to creep in.

Everything rocks along fairly well until all of a sudden one day, Larry Two is supposed to talk to 10 people, and he only talks to eight people, and he's heading home, and he said, "Oh, my goodness. Aw, it's just been a terrible day. I tell you though, these eight that I talked to are better than any 20 that I could have talked to. Oh, yeah, these eight are good." He pulls up in the driveway, and who do you think is leaning next to the garage door? You guessed it. Larry One.

Larry One says, "Oh, I've been really busy and everything, and I hadn't talked to you lately, but I only counted eight today."

Larry Two nonchalantly says, "Oh, it was eight, but blah, blah, blah."

"Larry Two, I pay you for 10 a day, not eight a day. If you want to get paid for eight a day, fine. We'll adjust it, but I ain't going pay \$100,000 a year for only eight."

Larry Two agrees, “You’re right,” and he gets in his car, and he pulls out the driveway. The first car he sees that has two people in it, he says, “Pull over,” right? He is hungry, and he wants to go home.

See, here’s the tendency. The tendency is for Larry Two to say, “Sure, so what it’s 9:07, so what? I don’t have to be that strict,” or “So what if I miss a day and one of my friends comes over?” or, “Alright, I only talked to eight a day. Big deal. I’ll make up for it.”

The tendency for Larry Two is to lie to himself by saying, “I’m doing okay.” Let me tell you this,

**You didn’t get into direct sales or  
any other business for yourself to do okay.**

Every single one of you in this room was doing okay before you found Herbalife. That’s not why you’re here. If you got here to do okay, you’re doing entirely too much work. There’s a better place to spend your Saturday afternoon than here with us if you want to do okay.

Okay, everybody does okay. There’s no big deal about doing okay. They don’t write you up in the *LA Times* or *People Magazine* for doing okay. *Okay* is not a big deal. There are no commendations for doing okay. Nothing happens. Your family doesn’t look up to you for doing okay. Your wife doesn’t go out here and get you special dinners for doing okay. That doesn’t happen. You get okay responses for okay effort.

You got into your business because you wanted to do excellent. You got into your business because you wanted to

do outstanding. That's why you got into your business. You wanted to do exceptional things, not *okay*.

It's too hard to be in your business and just do *okay*. You've got to learn to employ yourself. You understand? Your habits will definitely determine your income.



**My mentor, Bobby DePew (center) with Mark Parkhurst and, me at 24-years- old. Mark was #53 in El Paso, Texas. A remarkable example of the reality of what The Mental Projector, S.I.N.L.O.A. and The Thompson Rule 80-15-5 can do for anyone in network marketing.**



**Me with my daughters, Leah and Lari, in front of our new Cadillac Eldorado.**



**The old ford I drove into the car dealership (rock and everything.)**



**And, my brand spanking new, gold Cadillac Eldorado.**



**Top of the stairs at the legendary Paris Communique Training.**



With Mark Hughes at one of our first distributor meetings, note the overhead projector.



**Mark Hughes and me working the room. We had incredible energy that**

was magnified when we were together. It was really something.



My mentor, Jim Rohn and me with distributors.

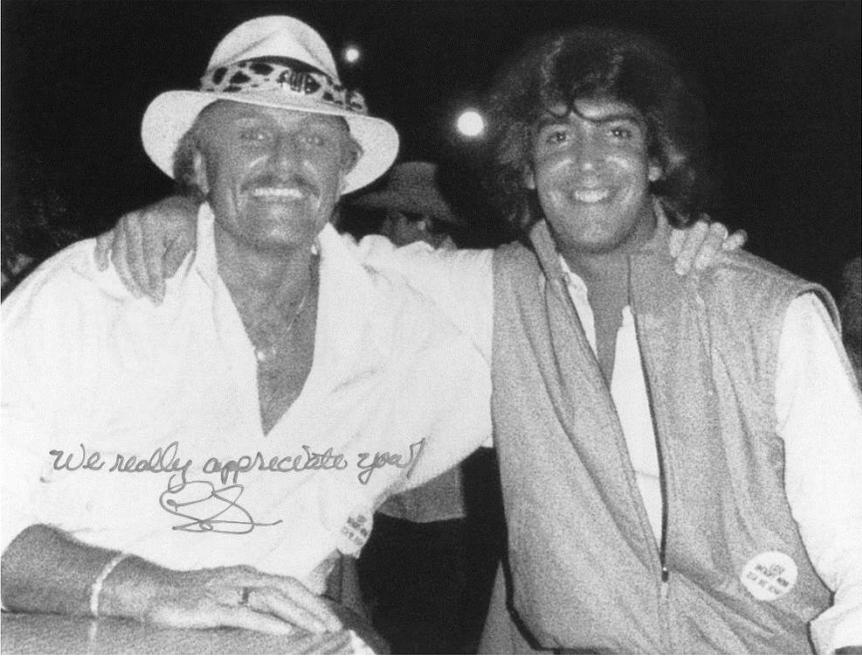




**Mark Hughes, me and Jim Rohn. A monumental moment in the upswing of Herbalife International after the FTC allegations.**



Mark Hughes, me and Jim Rohn at 1987 Universal Theatre President Summit.



**Me with Mark Hughes at Corporate School, Monterey, California, 1984.**

---

THE  
Millionaire  
Training™

If you would like to order additional copies of *The Millionaire Training* or get your hands on an audio download of the Original Millionaire Training, go to [www.TheMillionaireTraining.com](http://www.TheMillionaireTraining.com).