

*Member Pricing. \$19.95 membership not included.

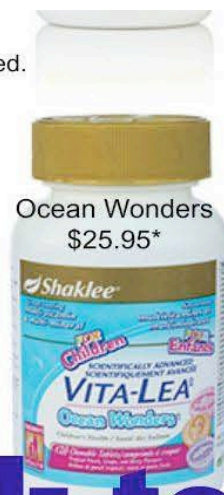
Vita Lea (non-chewable)

\$23.05*



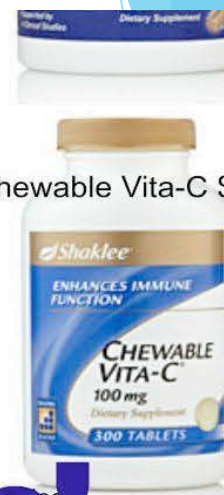
Ocean Wonders

\$25.95*



Choose an
immune system
booster to avoid
germs this year.

Chewable Vita-C \$23.35*



Back to School Sale!

Free products or shipping!

Add any of these
products for an
extra boost! 🍎

*Member prices. \$19.95 membership not included.



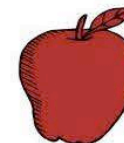
Meal Shakes for
complete nutrition on
the go: \$24.10*



Defend and Resist

Choose one in each
category and choose
one of these for
free!

(Or get free
shipping!)



Back to School Collections

- ▶ Back to School Pack-(earns free Vitalized Immunity)=50.58pv
Incredivites
Mighty Smarts
Optiflora
- ▶ Back to School Pack Super Charged-(earns free Vitalized Immunity + free membership)=107.02PV
Incredivites
Mighty Smarts
Optiflora
2-180 Smoothees(30 days of super breakfasts!)
- ▶ Back to School Pack and Care for Mom-(earns free Vitalized Immunity + free membership)=105.58PV
Vitalizer with iron
Incredivites
Mighty Smarts
Optiflora

SHAKLEE BILL OF RIGHTS

At Shaklee...

Every human has the inalienable right...

1. To unleash their full human potential.
2. To thrive, not just survive.
3. To take control of their destiny.
4. To be part of a supportive encouraging community.
5. To be recognized for their accomplishments.
6. To make an impact on themselves, their family and community.
7. To live free of toxins and stress.
8. To live younger, longer.
9. To experience the world.
10. To give back.

100 DAYS TO AMAZING FALL BUSINESS TRAINING 2015

Session #1

The Profession of Network Marketing

With Special Guest
Presidential Master Coordinator
Carolyn Wightman

Master Coordinators
Jo Coogan & Barb Lagoni



Executive
Coordinator Katie
Odom



Senior Executive
Coordinator Lisa
Anderson



OBJECTIVES FOR FALL 2015 -- 100 DAYS TO AMAZING

- Roger Barnett message - we are capable of far more than we realize. We have the capacity to transform ourselves, our businesses and the lives of others in a bigger way than we have ever imagined ...
- Nov 21 at Regional in S California, our stories will be shared in a live broadcast .. And we will celebrate each other's journeys to amazing.
- " The next 100 days can be the beginning of radical transformation." And set the pace for the next 100 years ... and can be our launch pad for Fast Track to Coordinator for our new business partners.
- Chairman's Retreat Palm Springs, California March 3 to 6, 2016
- (increase PGV + by 10,000 between August and December ... includes new 1st levels)

ANGIE THOMAS - NEW SENIOR DIRECTOR IN AUGUST

- Saw she was part of something bigger ... that contributes to greater good for the world
- 100 Day Goal --- First time ever considered Coordinator
- 100 Day Plan includes a vision .. For your business .. For your life.
- Already appointing new Director in August



Angie and her New Director Laura Harper

100 DAYS TO AMAZING FALL 2015

Session #1
Special Guest
Presidential Master Coordinator
Carolyn Wightman

Carolyn Wightman
Islamorada, Florida Keys
www.BarefootPossibilities.com
For over four decades proudly partnering with Shaklee
Corporation





Carolyn Wightman

Presidential & Lifetime Master Coordinator

Islamorada, Florida Keys

www.BarefootPossibilities.com

For over four decades proudly partnering with Shaklee Corporation

#1 BNA



Develop “Perfect 10”

- Company
- Products
- Compensation Package
- **Profession - Network Marketing**
- **Communications Skills**



Network Marketing

is a

Profession

Total Global Sales for 2013

- The NFL: \$9.5 Billion
- Music Industry: \$15 Billion\
- Video Gaming \$76 Billion
- Movie Industry \$88 Billion
- Natural Foods Industry: \$90 Billion

The background of the slide features abstract, overlapping geometric shapes in various shades of blue, ranging from light sky blue to deep navy blue. These shapes are primarily located on the right side of the slide, creating a modern, dynamic feel.

Network Marketing \$178 Billion

2013: \$71 Billion of commissions
paid in global sales in Network Marketing

Leaders are Professionals

Forbes Magazine Believes MLM Is One Of The Most Significant Solutions For Retirement



SEPTEMBER 1, 2014

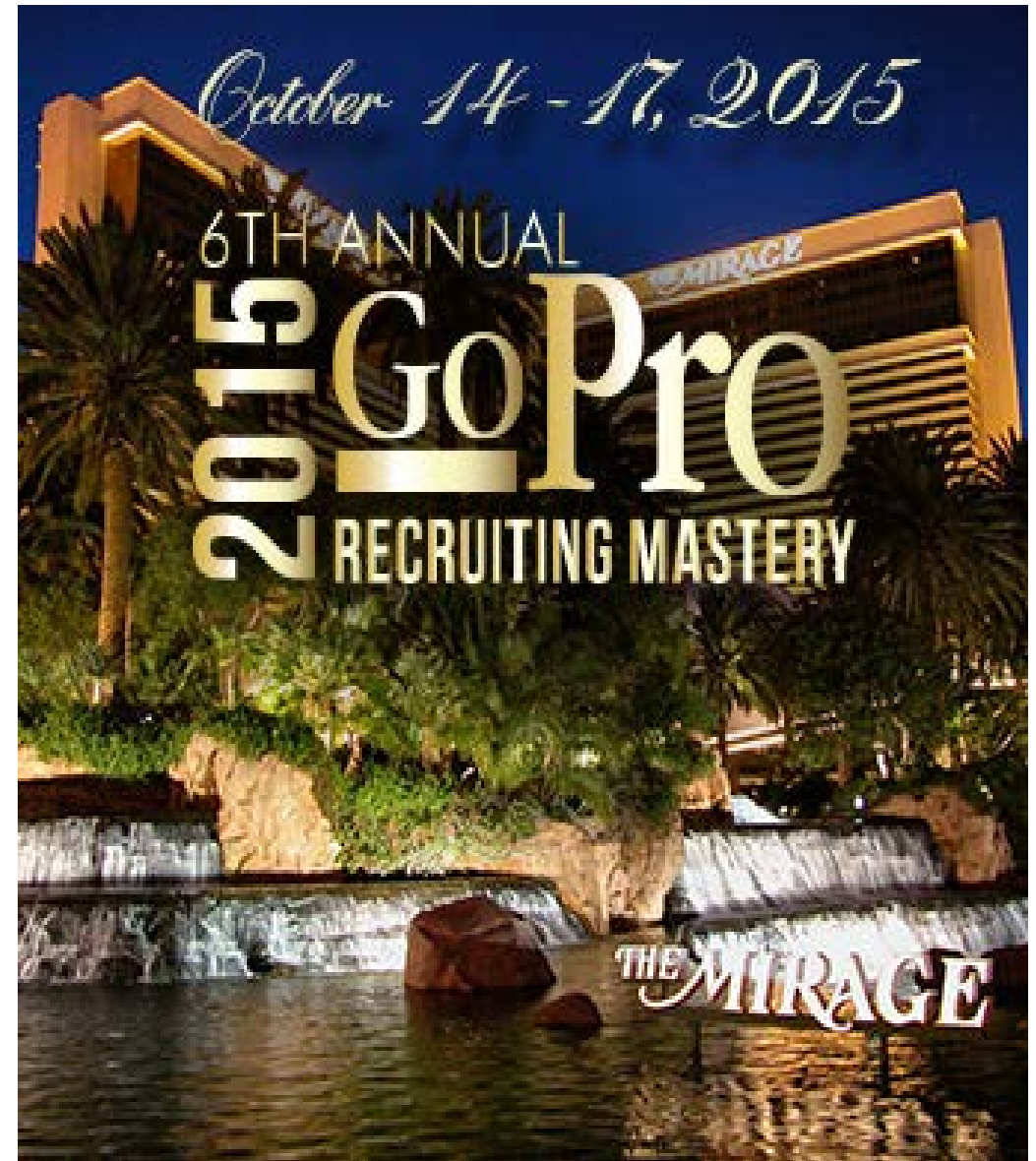
Thanks, Dan Henderson



The image features a woman in a black business suit and red boxing gloves, standing with her hands on her hips. She is holding a large, white, rectangular sign with red borders. The sign has the text "THE MOST POWERFUL WOMEN IN NETWORK MARKETING" in bold, red, sans-serif font. Below this, it says "August 20 - 22, 2015" and "GREEN VALLEY RANCH RESORT & SPA, 2300 RASEO VERDE PARKWAY, HENDERSON, NV 89052". The background is a dark, stylized image of a woman in a white shirt and black jacket, with palm trees and a city skyline visible in the distance.

**THE MOST POWERFUL WOMEN
IN NETWORK MARKETING**
August 20 - 22, 2015
GREEN VALLEY RANCH RESORT & SPA
2300 RASEO VERDE PARKWAY
HENDERSON, NV 89052

**WATCH IT FROM HOME WITH
A LIVE STREAMING TICKET!**



The image shows a large, multi-story building at night, illuminated with warm lights. The building has a sign that says "THE MIRAGE". In the foreground, there is a large, artificial waterfall with water cascading over rocks. The text "October 14 - 17, 2015" is written in a cursive font at the top. Below it, "6TH ANNUAL" is written in a smaller, sans-serif font. The main title "2015 GoPro" is in a large, bold, sans-serif font, with "2015" in a smaller font size. Below the title, "RECRUITING MASTERY" is written in a bold, sans-serif font. The background is a dark, stylized image of a woman in a white shirt and black jacket, with palm trees and a city skyline visible in the distance.

October 14 - 17, 2015
6TH ANNUAL
2015 GoPro
RECRUITING MASTERY

THE MIRAGE

2014 DSA Report

- ▶ The profession continues to grow.
- ▶ More people are discovering Network Marketing as a wealth-building and community-building lifestyle choice.
- ▶ And ... more and more companies are launching and more of them are succeeding.
- ▶ *The question is ... Why?*

What are people looking for?

The New Economy

It's a New Era

A New Reality

Are YOU prepared?

Thanks, Bill Firth
www.PresidentialMasterBuilders.com



www.PresidentialMasterBuilders.com

Shaklee Philosophy



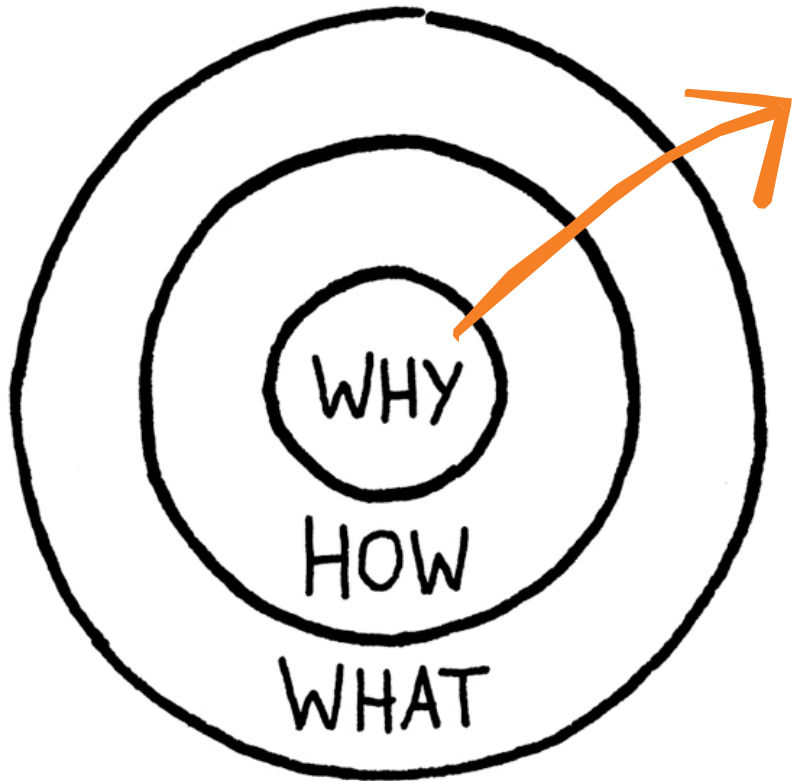
START WITH WHY

HOW GREAT LEADERS INSPIRE
EVERYONE TO TAKE ACTION

SIMON SINEK



The Golden Circle



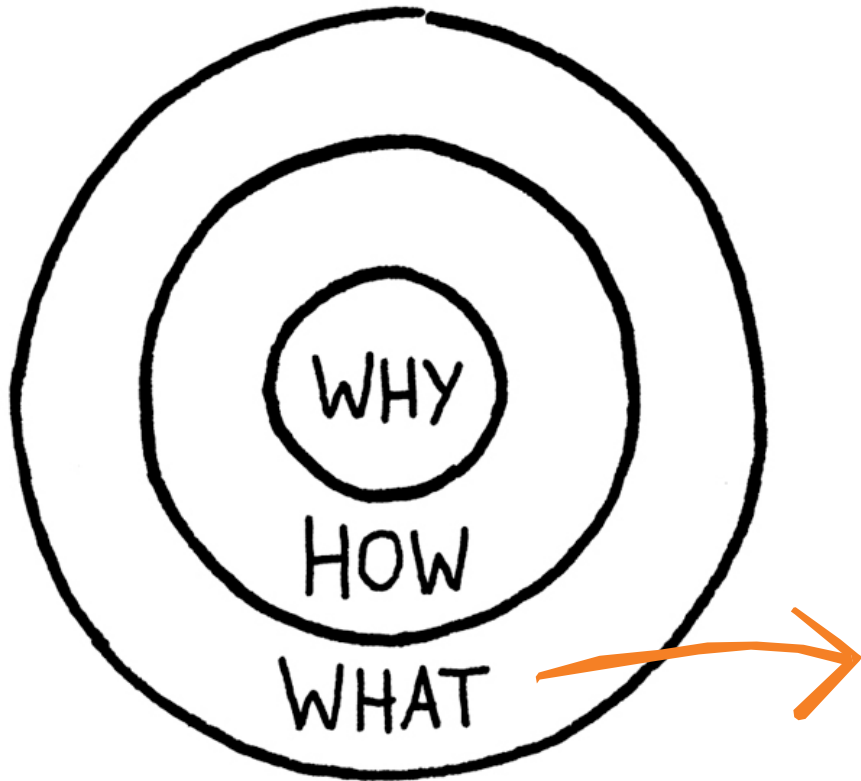
Start with Why

Leaders and organizations with the capacity to inspire think, act and communicate from the inside-out.

They start with Why. When we communicate our purpose or cause first, we communicate in a way that drives decision-making and behavior.

It literally taps the part of the brain that inspires behavior.

The Golden Circle



What

Every organization on the planet knows WHAT they do. These are products they sell or the services they offer.

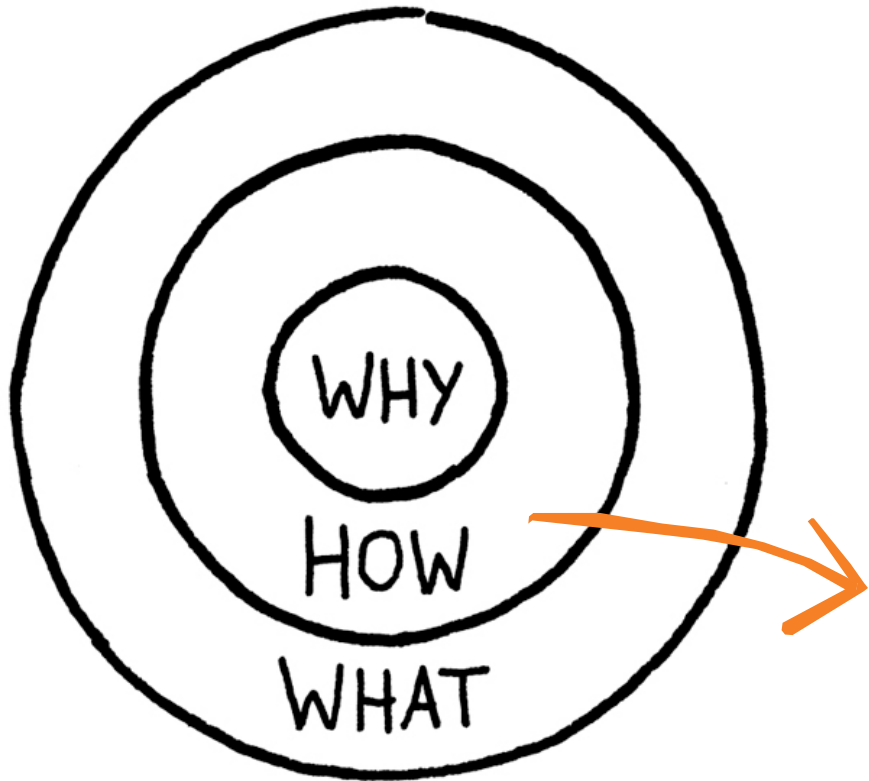
Shaklee:

"We're the Number 1 Natural Health & Nutrition Company in the US."

The Golden Circle

How

Some organizations know HOW they do it. These are the things that make them special or set them apart from their competition.



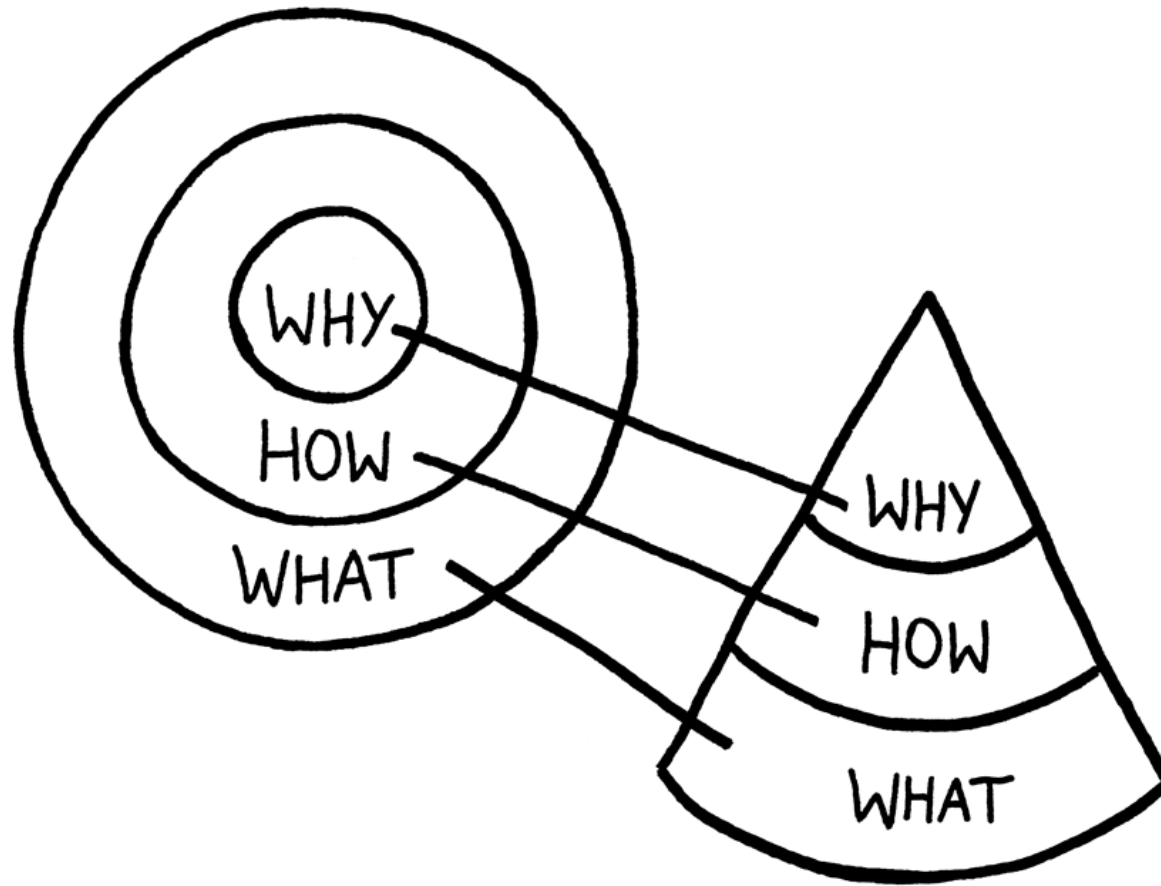
Shaklee:

"We produce products that are Always Safe, Always Work & Always Green."

"We have the BEST products in the world."

The Golden Circle + The Cone

Through everything they say and do, an organization can clearly communicate its Why to the world; the marketing, the products and services the company provides . . . everything.

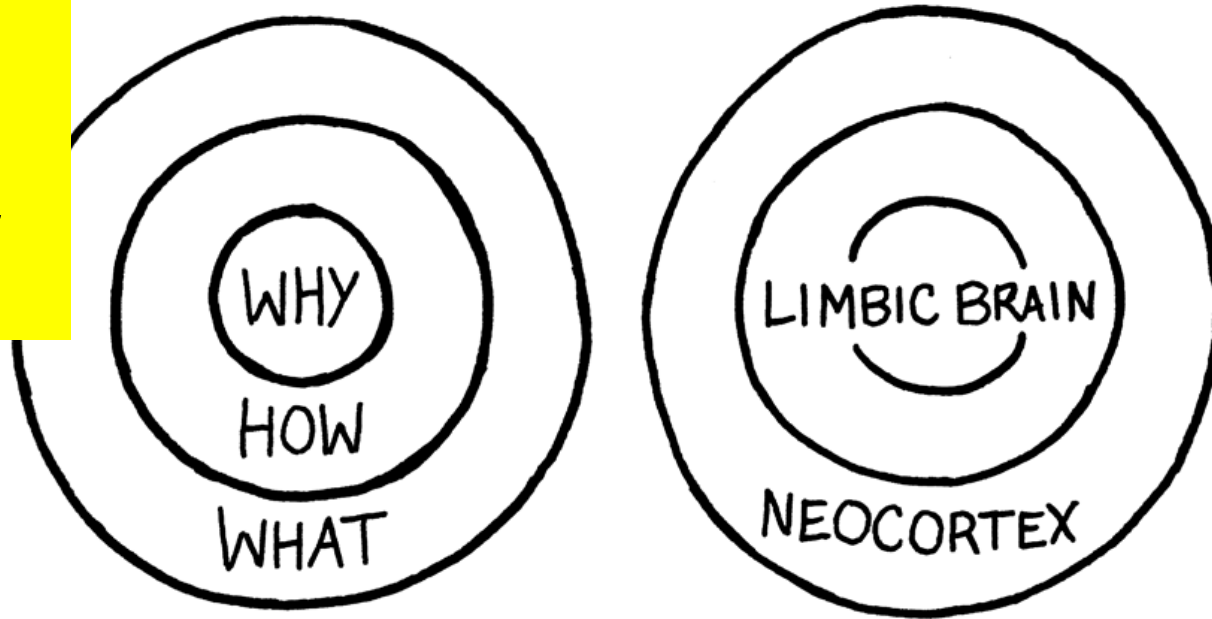


© 2013 Simon Sinek, Inc.

When everything you say and do echoes what you believe, you end up with a message that's loud AND clear.

The Golden Circle + Human Brain

None of this is opinion. It's all grounded in the tenets of biology



We do choose one product, service or company over another **because we *feel* we can trust them more.** We do buy things that we think are worth extra money even though all the facts and figures may indicate there is no significant difference

This is the reason we can say that people don't buy

**"What" you do,
they buy "Why" you do it.**



Shaklee Philosophy



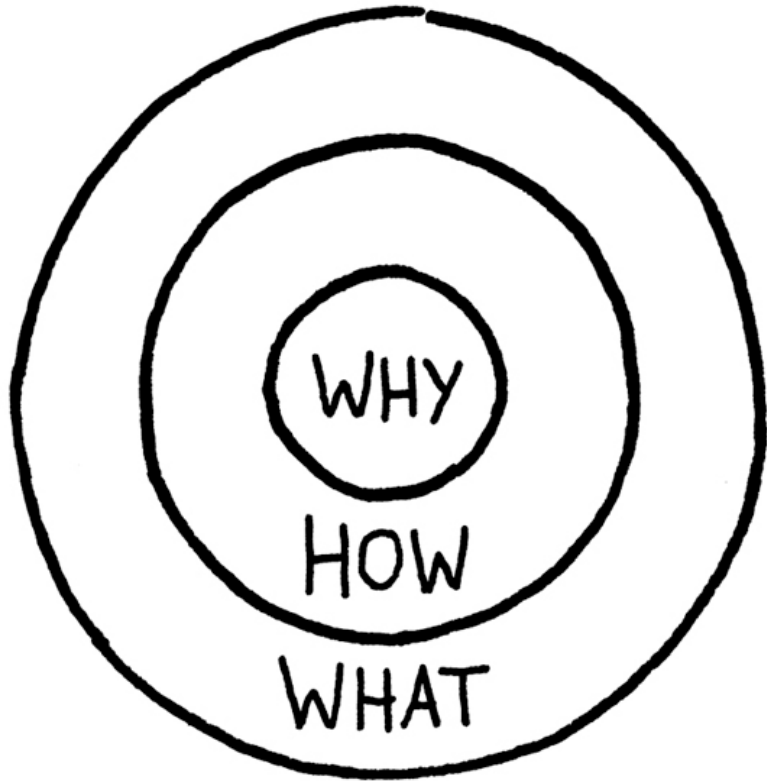
None of this
is opinion.

It's all grounded in the
tenets of biology

The Golden Circle

Why

WHY is not about making money. That's a result. **It's a purpose, cause or belief.** It's the very reason an organization exists.



Shaklee Philosophy



21st Century Communications



21st Century Technology

- Mobile App
- Facebook
- Web
- Etc.

Note: 21st *Technology*
is not the same as
21st Century
Communications

21st Century

“You know how...

The public is being drowned with
'newest promotions' and 'promises
too good to be true' -- so we don't
pay attention anymore?

20th Century Communications

What may have worked in an earlier market. . .



The fumbled response

- Tell
- Focus on what to say
- The "script"
- Sell & close
- Elevator speech
- "Overcome" objections
- Handle" rejection

Today's 21st Century market



- Cautious
- Wary
- Suspicious
- Delete - delete - delete
- Over-promised

My story

21th Century Market

What today's market responds to. . .



- Relationship-based
- Permission-based
- Questions
- Personal Customer Service
- Start with WHY

ASK Laura Evans

21st Century

“What if...”



Core Quality of Successful Network Marketing Companies in 2014

Matter.

We want to matter. We want to make a difference ... to contribute to others, learn more ourselves, lead, follow, teach, coach, and help. **We want to be a part of something far greater than ourselves,** and we want to be part of a family ... a family who cares about us, has our backs, and invests in our future.

Shaklee Philosophy



Core Values of Companies Succeeding

- ▶ **Products**
- ▶ **Lifestyle**
- ▶ **Make a Difference.**

WE CAN MAKE A DIFFERENCE!

Switching from conventional brands



We believe that the small act of scouring the sink can be part of the giant act of changing the lives of our families.

And the changing world.

dribbleglass.com



**Better living
through toxic
seepage.**



ST. M. OUTDOOR SYSTEMS

MAY 14, 2012

Newsweek

**When I
Grow
Up, I'm
Going
to Weigh
300 Lbs.
Help!**

P. 32



M
GATES'S
CO
BOME

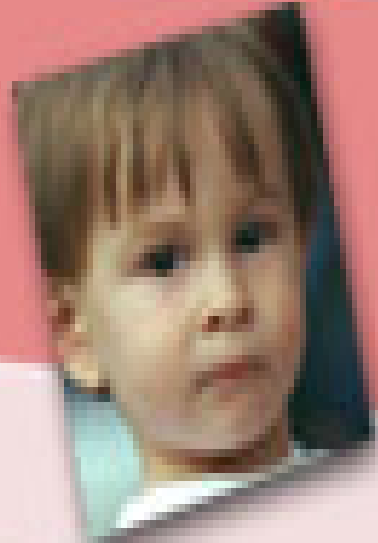
BILL M
REMEN
JO
CA

THE
COURAG
CHI
BI
FUGIT

34.99 US
\$0.00 COV/PHEM



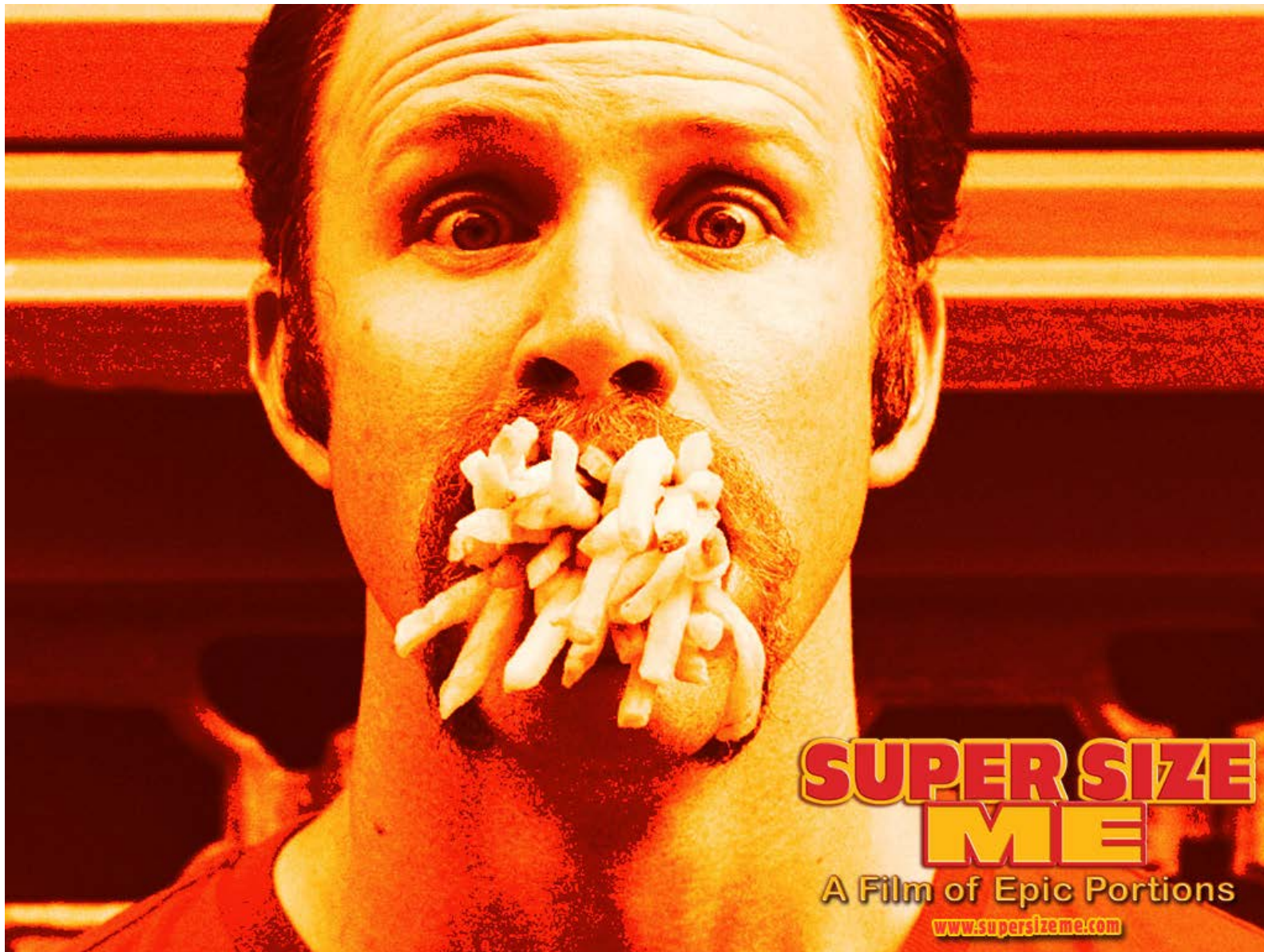
dribbleglass.com



*So much easier
than parenting.*

RITALIN

LABOR SYSTEMS



SUPER SIZE ME

A Film of Epic Portions


www.supersizeme.com

Pesticides, antibiotics, hormones and genetic modification have become the norm.



Processing Removes Nutrients

- Today - 70% processed



“Pesticides may harm a developing child by blocking the absorption of important food nutrients necessary for normal healthy growth.”

- Environmental Protection Agency

Our soil is depleted and our crops
are sprayed with pesticides.

Try Organic Food

***...or as your
grandparents
called it,
"Food"***



"Food"
called it



Shaklee Philosophy





Are you healing yourself long term or are you just covering up the symptoms?

How well are you managing your medications?

I don't want to take
my diabetes medicine.
It makes me dizzy.

Do I take a half a
pill starting today or
tomorrow?

My doctor gave me
a new antibiotic.
Should I still take
the old one, too?

My new blood
pressure pill is pink.
Or is it blue?

I'm supposed to take
this three times a day.
Is it too early for my
second dose?

Should I take an
extra white one
today because I
forgot yesterday?



Help is available to ensure that you are safely taking your
medications how and when you should.

Ask your doctor about in-home medication management
services that are covered under your Medicare benefit.

Compliments of



888-4-BAYADA
www.bayada.com



Public is looking for solutions:

Is it *SAFE*?

Does it *WORK*?

SAFE & WORK

Fueling Extraordinary Events:



Long term results. . .



Proof

The strongest scientific and clinical studies.

- 90 scientific publications in peer-reviewed journals prove Shaklee products work
- More than \$250 million spent in clinical testing, research and development
- Conducted one of the most important studies ever done on long-term supplement

The Landmark Study

Cutting edge nutrition . . .

**21st
Century
Food**

As perfect a solution for
you at home . . .
as it was in space.

Captain Mark Kelly, NASA Astronaut
From the Space Shuttle

21st Century food for you and your family.



2014



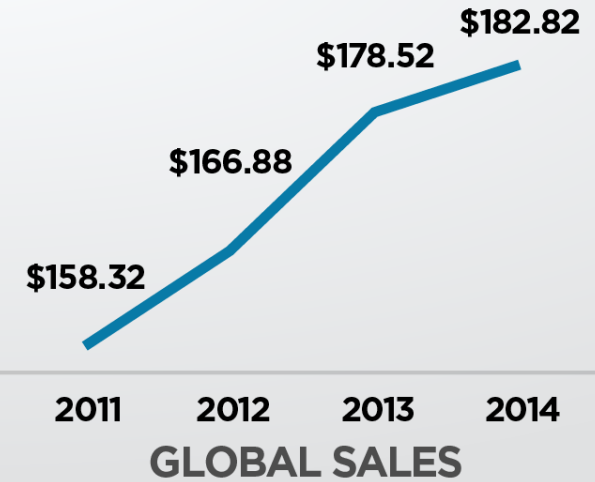
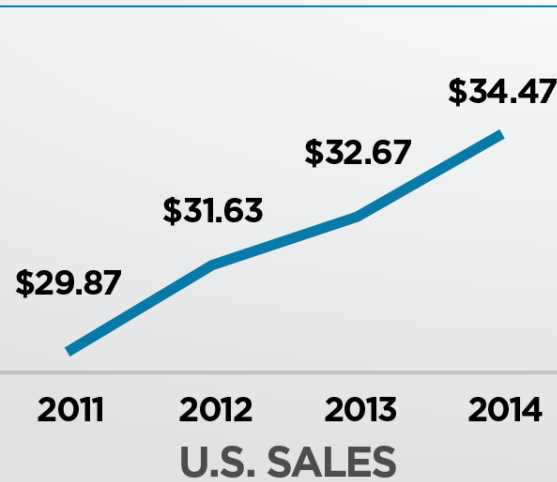
DIRECT SELLING ASSOCIATION REPORT

U.S. - GLOBAL SALES & SALESFORCE

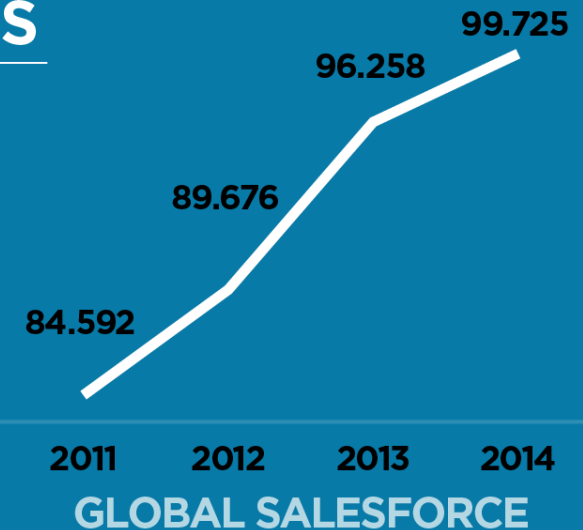
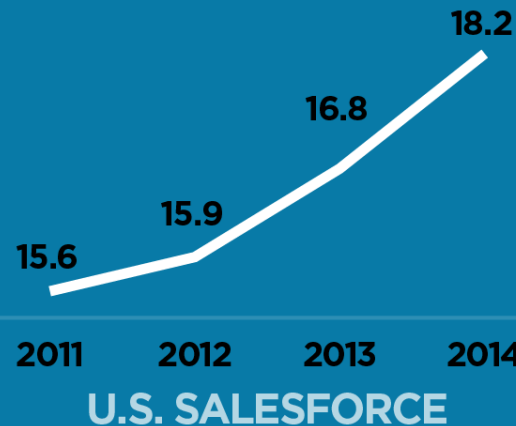
SOURCE:

DIRECT SELLING ASSOCIATION & WORLD
FEDERATION OF DIRECT SELLING ASSOCIATION

SALES IN U.S. BILLIONS



SALESFORCE IN MILLIONS



2014 DSA Report

Here are **4 reasons** ...

- ▶ **Products.** We know in our profession that, long term, we live and die by the profound impact our products actually have in our lives. **If they really do work, we really will tell people about them.** Whether we choose to get paid for those referrals ... we are Network Marketing when we tell those stories. You want life changing products? Look within our profession. We cannot afford mediocre. We can buy that anywhere.
- ▶ **Income & Freedom.** We have complicated lives ... busy, busy, busy lives. We need flexibility. We want the freedom to say yes today or no today. We want life our way. **Network Marketing gives us the choice,** and with it, the choice to succeed or not. And we are the types who enjoy that risk. We bank on us. We invest in us. We count on us.
- ▶ **Matter.** We want to matter. We want to make a difference ... to contribute to others, learn more ourselves, lead, follow, teach, coach, and help. **We want to be a part of something far greater than ourselves,** and we want to be part of a family ... a family who cares about us, has our backs, and invests in our future.

Core Values of Companies Succeeding

- ▶ **Products**
- ▶ **Lifestyle**
- ▶ **Make a Difference.**

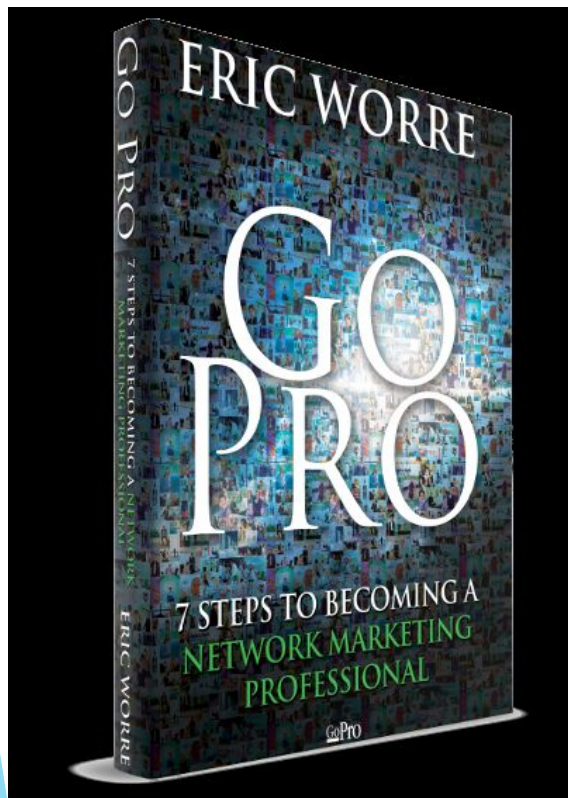
It all Starts with “Why?”

Shaklee Philosophy




#1 BNA





Tony Robbins -
3+ hour
workshop on
power of
Network
Marketing





We do not inherit this land
from our ancestors...

We borrow it from our children.

Native American





Carolyn Wightman

Presidential & Lifetime Master Coordinator

Islamorada, Florida Keys

www.BarefootPossibilities.com

For over four decades proudly partnering with Shaklee Corporation

ACTION STEPS FOR SESSION 1

- Create your 100 Day Plan (include your 100 day goal, your activities and your vision for your business and your life)
- Join or create a Coaching Circle to support you in reaching your goals
- Recommended archived training ...

Legacy and Leadership Session 3 Jan 29, 2015

Getting Your Distributors Started - Teaching How to Talk to People

At BetterFutureStartsToday.com/your name

(subscription for podcasts and learn and earn programs)

Or Bobsfiles.net

NEXT WEEK

Session 2

September Strategies for Growth

Celebrating 100 Years of Innovation

Report from 2015 Shaklee Global Conference

- ▶ Roger Barnett message
- ▶ First time attendee report
- ▶ Blue Zone and Shaklee Life Plan
- ▶ Happiness author Shawn Achor
- ▶ New Products
- ▶ New collections for free membership
- ▶ Free membership with 100 PV extends to Nov 23
- ▶ Report from Accountability Circles formed last August
- ▶ Report from inspired leader
- ▶ Action step close with 100 Day Plan

Objectives for Fall 2015

Fast Track to Coordinator

- ▶ Fast Track Bonus Program Time Table begins the month a new Director is appointed.
- ▶ Significant bonus money is paid when the Director progresses to next ranks at these specified times...

Senior Director	within 6 months ... Hold for _? months Receive \$1000 over next ____ months
Coordinator	within 9 months Hold for 3 months Receive \$3000 over next ____ months
Senior Coordinator	within 12 months ... Hold for 3 months Receive \$5000 over next ____ months