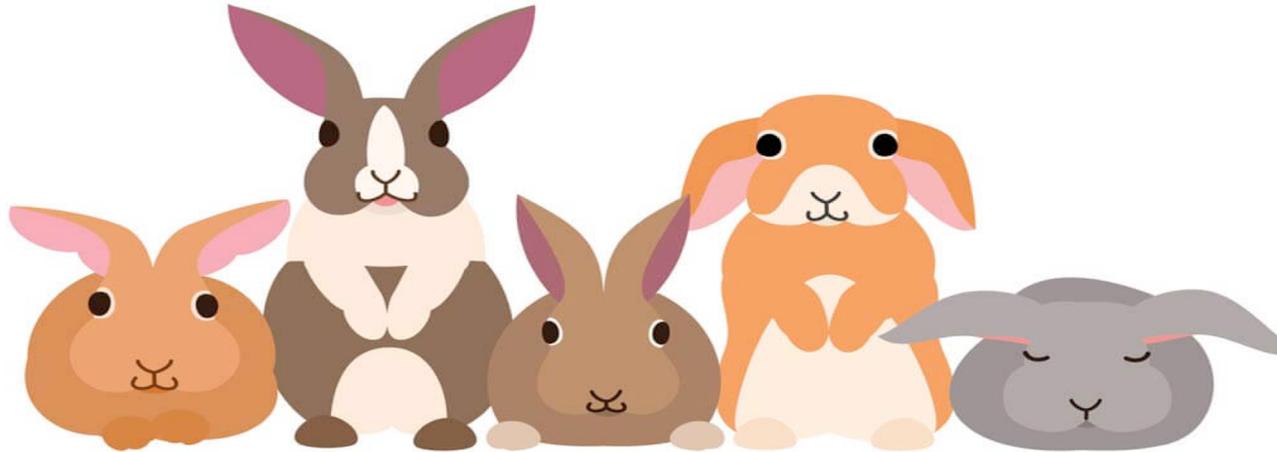


And Now We Multiply



Week #8 8 Weeks to Director Oct 30, 2018

Tonight's Training Team



Senior
Coordinator
Karen Beckley



Senior Executive
Coordinator
Pam Cary



Executive
Coordinator
Becky Choate

Objectives for Week 8 – Preparing to Multiply

- To review the key skills and steps to reach Director covered over past 8 weeks
- To determine what kind of Director you are
- To lay out the next goals to reach for after becoming a Director
- To begin thinking like a leader and discover our leadership roles
- To determine our vision for our growing business
- To review how to grow to maximize the Dream Plan
- To remind us all of how to connect with Shaklee peers and those within our Shaklee family

Review

Over the past 8 weeks , we have discussed fundamental skills needed to develop a Shaklee business...

- Beginning with the mechanics and first steps of getting started
- The role of social media in our businesses .. Do's and Don'ts
- How to invite without imposing
- How to close and offer options and next steps
- How good customer service and care leads to lifelong customers and business partners
- How to identify business partners
- How to create 2000 PGV Plan for ourselves and our downlines

What Kind of New Director Are You?

Are you someone who just managed to generate 2000 PV one month ?

Or

Are you seeing yourself at the first rung of the ladder that is taking you to higher ranks & building an organization ..

As a New Director ...

You are at the beginning .. the jumping off point to a very exciting future



Karen Beckley's 4 Quadrants to Setting Goals

Acquiring New Customers

Launch Event
Healthprint
Referrals
Building a Network
5-Day Detox

Educating & Serving Current Customers

Thank You Cards
Incentives/Promos
Gift Fulfillment
3-Way Call
Invite to Events

Personal Development

Podcasts
Books
Conferences
Workshops
Mentorship
Accountability Circle

Sharing the Business Opportunity

Biz Presentations
One-On-Ones
Business Blitz
Virtual Event:
"A Day in the Life"

So Now We Are a Director ... Now What ?

KEEP GOING !!!

Time for a new goals --

- **3000 PGV ..** To qualify for the New Director Conference
 - accumulate 18,000 PGV
 - in any 6- month period
 - in first year as Director
- **Develop a Director** within first 6 months ...
 - receive \$1000 Fast Track bonus
 - qualify for Bonus Car Monthly payment (\$225 - \$250 for hybrid)



Beginning the Process of Developing an Organization .. And Building in Depth

We will be able to reach new PGV levels by doing the same activities that got us to Director ...

BUT .. To advance in rank... to develop an organization of leaders ... will require additional skills .. And actions.

Every time we achieve our current goal ..

It is time to ...

Create the next goal ..

So we are always growing .. And learning and stretching outside our comfort zones.

What About Your Comfort Zone?

IF WE'RE
GROWING,
we're always
going to be
out of our
comfort zone.
John Maxwell

VeryBestQuotes.com

So... Back to Goal Setting for a Minute

Ask ourselves ...

What do I want now? (for myself and others)

-- how big can I see it? (see reading list addendum)

What is my vision of the leader I want to become?

--servant leader -- boss --new identity

--maker of leaders -- coach

What do I want to learn next ?

Monitor my self talk ... do I believe I can
build an organization ? (Becky)



Role of the Leader Joel Barker

- Set the Vision
- Enroll others in the vision and assemble the team
- Empower the team
- Create and sustain momentum



The leader continually passes on the vision to those who come around, knowing that dreams, if presented right, are contagious.

JOHN C. MAXWELL, *Developing the Leader Within You*

What is Your Vision?

Pam's Team – Living their BEST life



Becky's Team – Moms and Millennials

BEcky



"If you want to build a ship, don't drum up the men to gather wood, divide the work and give orders. Instead, teach them to yearn for the vast and endless sea."

Antoine de Saint-Exupéry

Karen

Executive Coordinator --

3 First Generation Directors

20,000 OV

Becky & Greg Choate

Francine &
Tim Roling

Cassie & Erik
Anderson

Kari & Mike
Heller

Susan &
Mike Roling

Carlie & Alan
Wilson

How Big an
Organization Can
You See?

Build in Depth –
**Build 3 legs ... treat them all
like first levels until your first
levels step into leadership**

Building in Depth

- Applies to customers, distributors and business leaders ...

Clothesline



VS.

Roots



The Dream Plan is set up to benefit Building in Depth MORE!

Becky

Coaching Circles



- Typically, everyone in the group is shooting for the same level in Shaklee.
- Your group can be from 4-6 members.
- Most people meet on zoom or on conference calls.
- Some groups meet ongoing... others meet for 3 months and then re-evaluate – this helps you to ensure a good fit.
- Creates ownership and promotes personal development.
- Cross Pollination of ideas ... you will discover what is working for other teams.
- Your upline can help you find a group if you are interested or the Shaklee Convention is a great place to meet peers.

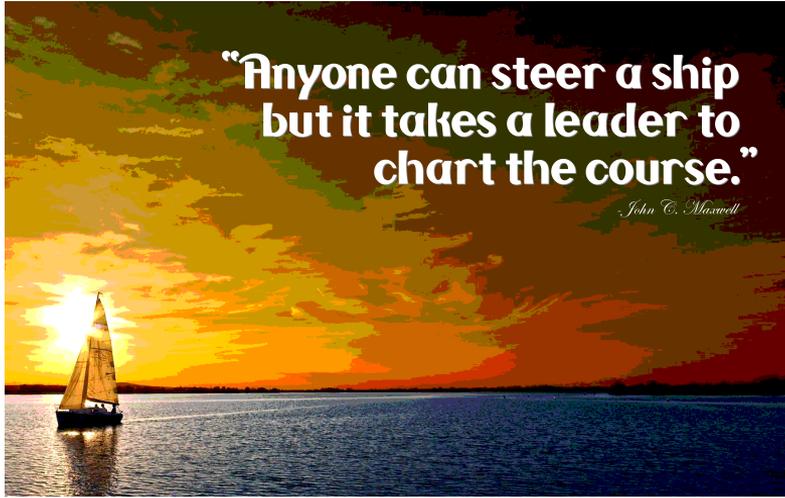
Creating Community, Sense of Team, Friendships

- Facebook Team Page
- Zoom Team meetings
- Marco Polo/Voxer
- Plan events together without upline
- Social gatherings... for business owners (& spouses)
- Team Retreats
- Recognition
- Team Newsletter
- Be creative... If local, babysit for your downline for an event... take soup over to a family...If out of town/state, send gift cards for a dinner out...



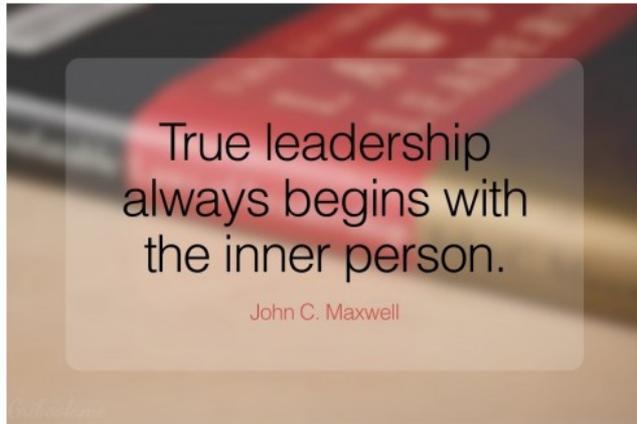
Manager vs. Leader

- Oftentimes when we move into a leadership position, we approach our role as a management position. While there is some managing involved, these roles are quite different. Managers tell others what to do, or even how to do it. A leader educates, inspires, and empowers those he/she is leading.
- In order to earn the respect of our team AND to motivate them to FOLLOW us as we lead, we must build trust. This is often achieved by “showing up,” modeling desired behaviors and habits, as well as displaying a teachable spirit.
- We must TEACH our downlines how to build a successful business. If we expect them to just “figure it out” or even think, “why can’t they do this? I was able to!” then we have moved away from leading them to success.
- I do, We do, You do. (teaching model)
- A leader doesn’t motivate. A leader INSPIRES.



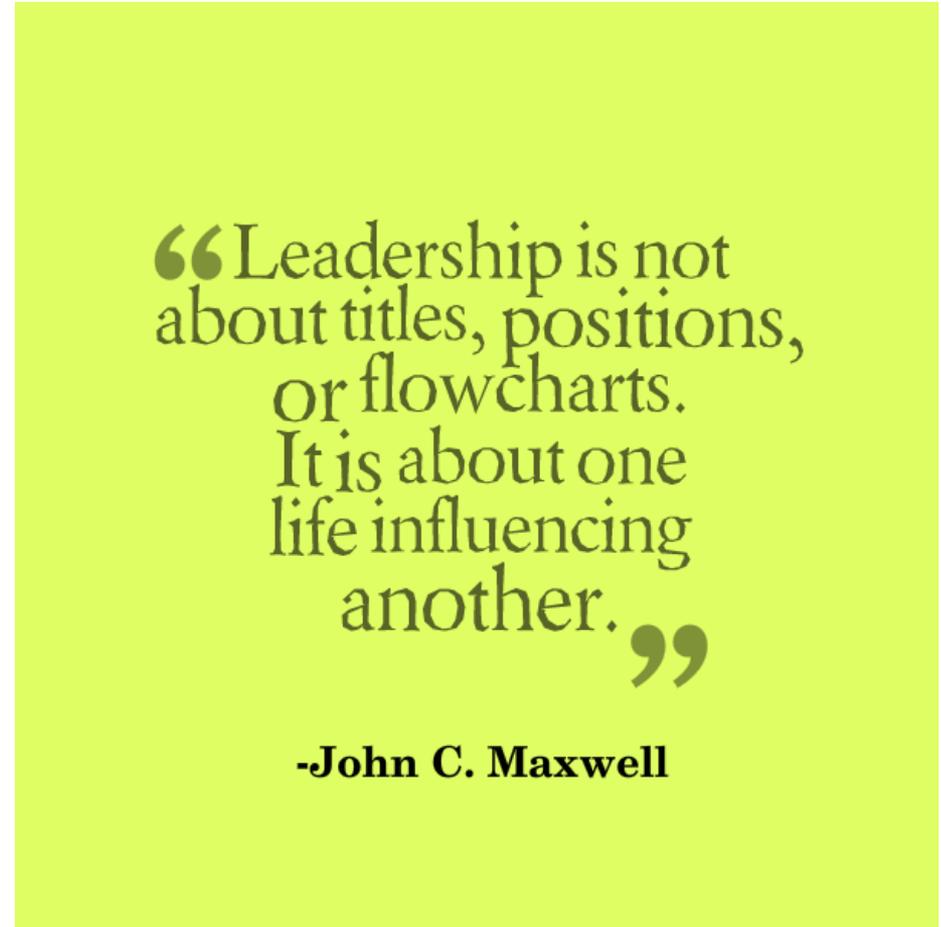
**“Anyone can steer a ship
but it takes a leader to
chart the course.”**

John C. Maxwell



True leadership
always begins with
the inner person.

John C. Maxwell



“Leadership is not
about titles, positions,
or flowcharts.
It is about one
life influencing
another.”

-John C. Maxwell

Becky

Your Coordinator Organization – 2 First Generation Directors

Your name

```
graph TD; A([Your name]) --- B([ ]); A --- C([ ]); A --- D([ ]); B --- E([ ]); D --- F([ ])
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Action Steps for Week 8 Time to Multiply

- Create next goals for developing our organization
- Begin our leadership library
- Create a 3000 PGV Plan for qualifying for New Director Conference
- Draw out our future Coordinator organization ..
And fill in as many names as we can ...
- Begin the study of leadership

Recommended Reading

- Mike Dillard - *Magnetic Sponsoring*
- Brian Tracy - *No Excuses!*
- Sarah Robbins - *Rock Your Network Marketing Business*
- Mark & Renee Yarnell - *Your First Year in Network Marketing*
- Eric Worre - *Go Pro*
- Richard Bliss Brooke - *The Four Year Career* (The Masters Edition)
- Robert Kiyosaki - *Rich Dad, Poor Dad*
- Jim Rohn - *Building Your Network Marketing Business*
- Tom Schreiber - *The Four Color Personalities for MLM*
- Stephen Covey - *The 7 Habits of Highly Effective People*
- Tara Mohr – *Playing Big*
- Brene Brown - *Dare to Lead*
- John Maxwell - *Leadership 101*
- John Maxwell - *Everyone Communicates, Few Connect*
- John Maxwell - *Developing The Leader Within You*
- Simon Sinek - *Start with Why*
- Ken Jennings & John Sta-Wert - *The Serving Leader*
- Kim Klaver - *Do You Have a Plan B?*
- Brian Biro - *There Are No Overachievers*
- Brendon Burchard - *High Performance Habits*
- Rachel Hollis - *Girl, Wash Your Face*
- Richard Fenton - *Go For No! for Network Marketing*

Popular Podcast Speakers

- Brendon Bruchard
- Brian Buffini
- Bob Heilig
- Craig Groeschel
- Michael Hyatt
- Sarah Robbins
- Christy Wright
- Rachel Hollis
- Chalene Johnson
- Carey Nieuwhof
- Dani Johnson