

Monday Wellness Webinars

Jan 11 – Rheumatoid Conditions and Natural Approaches to Inflammation –
Rusty Ost, Pharmacist

Jan 18 – Cancer Prevention with Dr Steve Chaney

Jan 25 – The Power of our Profession for Social Workers -- Francine Roling

Feb 1 -- Gary Burke, Presidential Master and master teacher, will review
the key benefits of a Shaklee Home business that has helped him
and his wife, Faye, generate a \$400,000 income .. and the story
of what he has learned along the way

Feb 8 –Essential Nutrients for a Healthy Heart -- Rusty Ost

Feb 15 -- Adulteration of Vitamin Supplements in the Marketplace
Dr David Colby

Feb 22 – Stress and Adrenal Fatigue Pam Cary

Feb 29 – A Walk Through the Product Guide



LEARNING FROM THE MASTERS AND FRIENDS

Carol Cash Tips



I started this group to share the wonderful training that Barbara Lagoni, Joannette Coogan, Anderson, Katie Odom, Harper Guerra and all the other leaders offer on the Thursday morning webinars I'd like this group to share what inspires you about the training. Flyers, posts, emails, health chats, etc that we all create because of the training. My goal is that this group inspires each other to grow our business, let's use each other for coaching circles, 3 way calls, and LOTS more ideas that I can't think of right now....

Let's focus on what we learn from the training, how we can invite members and prospects to learn more about Shaklee (Monday Night Wellness webinar <hint, hint> or Tuesday Night Product Talks) and how we can help our Business Builders Grow!

If you have a question about a product or what products to suggest for a certain condition I think a great place to do that is in Sharing Shaklee or with your up-line.



Smart Business Tips –Pam Cary

PGV Plus and Qualifying for 15 Kicker Points in January



- PGV Plus – Personal Group Volume for you and your first generation Directors (and above)
- Find your base PGV Plus at MyShaklee.com ...Trackers ... Dream Tracker ...View Full Tracker .. PGV Growth category
- Shows your monthly average PGV Plus base is _____
- Exceed that monthly average by EVEN ONE SINGLE PV point and receive 15 points for Dream Trips...
- Repeat in February and March .. And receive total of 45 trip points !!!
Toward the 275 points required to qualify 2 people to Paradisus All inclusive resort in Riviera Maya

*This is the start
of something...*
Beautiful



BARB



And suddenly you just know...
It's time to start something new
and trust the magic of beginnings.

-Meister Eckhart

BARB

PAUSE FOR
RECORDING TO
BEGIN

Getting Off to a Strong Start
Week 1 January 28,
2016

8 Weeks To Director
Shaklee Business Training 2016



Our Training Team



Senior
Executive
Coordinator
Harper Guerra



Senior
Executive
Coordinator
Lisa Anderson



Senior Executive
Coordinator
Katie Odom



Executive
Coordinator
Ashley McDonald



Senior Coordinator
Becky Choate



Master Coordinators
Jo Coogan & Barb Lagoni



Objectives for Week 1 --Getting Started

- To help everyone attending achieve rank of Director over the next 8 weeks and launch their business with a strong start.
- To review the benefits of a home business.
- To create a clear picture of what we want our Shaklee business to provide for us .. And for others.
- To set up the mechanics of our business and know where to find the excellent resources that will support our business growth.
- Then to get into action ... and begin building our Shaklee business.

LISA



Home Business Benefits

Tangible Benefits

- ✔ Travel to international destinations (Kenyan safari, Bali, Paris, Mayan Riviera, Caribbean Cruises , etc)
- ✔ Monthly car payments
- ✔ Income ranging from \$10,000 to \$400,000/yr
- ✔ Flexible time
- ✔ Financial security
- ✔ Tax advantages
- ✔ Health
- ✔ Provide a source for extra income to eliminate debt and begin saving for college, retirement etc

Intangible Benefits

- Being your own boss
- Working from home allowing parents to be with children
- Personal development
- Satisfaction of knowing you contribute so positively to lives of others
- Being part of the Shaklee family and Shaklee culture of helping one another
- Friendships
- Recognition
- Fun

becky



Getting Started– Office Set Up

Let's get your business set up ...

- Websites (where the resources are)
- Checking account (where you are going to put the money you make)
- Office (your computer and a phone(Shaklee Connect app) and your working binder/notebook ... where you are going to work)
- Understand how to operate 3-way calling on your telephone
- Order Product Guides
- Order business cards (Vista Print)
- Other helpful marketing materials including thank you cards ash



But don't go crazy .. You aren't earning yet



Business cards Thank you cards

Live Pure

ASHLEY
McDonald

Phone: 303-941-8046
Email: LivePure1@yahoo.com
Shop: PureLife.MyShaklee.Com

Becoming the Best Version of *YOU*

Standard Business Cards: Back side



*Mom & Wife
Business/Life Coach
Health Consultant
Blogger*

www.GuidedMovement.Com
[@guidedmovement](https://www.instagram.com/guidedmovement)



Live Pure Wellness
303-941-8046 | Purelife.myshaklee.com

*Thank you so much for
choosing us as your Shaklee
Distributors! We look
forward to continuing to help
you on your healthy journey.
Jake & Ash*

*Live Pure
Wellness*



WWW.GUIDEDMOVEMENT.COM

Please
Place
Stamp
Here

To: _____

ashley



Setting Up Your Business

Visit www.MyShaklee.com to activate your website at the member center.

- Set up Direct Deposit (download Electronic Funds Direct Deposit form)
- Download Shaklee Connect App
- Explore Business Tab at MyShaklee.com
- Obtain a 3-ring binder which will become your working binder/notebook (see Skilling Up Session # 16)
- Track business expenses (ie. mileage, supplies, download TAXBOT app,... google “ in-home business tax deductions”, see Session 9 Legacy & Leadership Tax Strategies/Benefits of a Home-based Business
- Maintain Simple Records (money in .. money out)
- Download Business Leader Guide at FaceBook page Learning From The Masters (request to join) harper

Getting Started .. Where To Go For Training



Monday Wellness Webinar- 8pm central

<https://attendee.gotowebinar.com/register/8942870495610511362>

Archived on: Betterhealthin31days.com Under Wellness Webinars

Thursday Morning Training- 9am central (pre-call starts 8:40 am)

<https://attendee.gotowebinar.com/register/6280467955970140417>

Archived and podcasts at www.BetterFutureStartsToday.com/ your name

Create your own username and password (paid subscription with webmaster to personalize your site)

Shaklee.TV

www.ShakleeUniversity.com

harper

FaceBook groups

Learning From the Masters

Shaklee Effect

Shaklee Corporation (post beautiful videos and graphics)

Team page



Shaklee Field Support: 1-800-Shaklee (1-800-742-5533)

Shaklee Product Questions: 925-734-3638

MyShaklee.com

Search on your member center for ANYTHING
(Lots of tools and resources here)

harper



Resources

As we begin our journey to becoming a Director ..

And developing Directors, we will want to teach our leaders where to find answers to business, nutrition and training questions .



- **HealthResource.Shaklee.com**
- **BetterHealthin31Days.com** (subscription with webmaster and personalized pages).. Nutrition information
- **BetterFutureStartsToday.com** (companion website to above for same price) .. Business and training information
- www.ShakleeUniversity.com ... coming soon in 2016
- "Other Shaklee links" .. See bottom My Shaklee Home page harper

Next It's Time for the Fundamentals That Will Actually Grow Our Business

- After we complete setting up the mechanics of our business... it is time for the essentials of our work Beginning with identifying why we want a Shaklee business.

Here's why ...

- Developing a home business takes time, attention and some skills to learn (people skills, leadership skills.. skills, by the way, that will serve us well in all aspects of our life) ... and that is why we begin by getting in touch with why we want to create a business .. What we want it to produce for ourselves and our family ... and then what it could mean for others. lisa



People don't buy what you sell ...
They buy WHY you sell it...
They don't buy what you do...
They buy WHY you do it ..

Simon Sinek

lisa



Time To Discuss Our Reasons and Our Goals for Our Business



- 🌱 In the Shaklee Effect videos at Shaklee.TV, and every week in our pre-calls here, we learn about the impact and the benefits a Shaklee business has on people in all walks of life.
- 🌱 This week, we now want to focus on what a Shaklee business will bring to our life.... What problem, interest or need will Shaklee help solve for us. .. Or for others.
- 🌱 What do we want to have happen...

becky



Behind every one of the big checks...
of the leaders achieving new ranks...
of the leaders earning the new cars ...

FIRST ...

There was a powerful reason
...and a powerful dream.

becky

**There is a
powerful driving
force inside
every human
being that once
unleashed can
make any vision,
dream or desire
a reality."**

Anthony Robbins

happytoinspire

What do you want ...

For your Shaklee business?

For your family?

For your life?

- Live debt free
- Financial freedom
- Self employed
- New home/dream home
- Lake home/ second home
- Education
- Dream Vacation

Let's give ourselves some time to think about ...
If we could wave a magic wand .. And create our life however we would
want it to look .. What would it look like? becky

Now Those Reasons Become Specific Goals for Our Business...

Goals create a track to run on ...

Write down ...

- What rank and by when (goals must be specific)
- What income
- What trips and special incentives

Set up a planning session to create your plan to reach the goals

- How many phone calls / day, or a week?
- How many appointments, conference calls or webinars/ week?
- How many new members /week/ month?
- PV goal per week/ per month?

harper

Now we are ready to get into action ...
To develop customers and business partners
1000 PV is a good target to aim for our first month.

We've set up your office, activated our website, reviewed video links and other materials we can share with prospective customers and distributors
And we've given some thought to why we want to develop a Shaklee business ..and what we want .. Not only for ourselves and our family .. But also for others...

Time to make a list of people ...

- *People whom we think would want to know about Shaklee products
and

- *People we would like to join our business team and work together with...
to develop our businesses and teach others about prevention and wellness .

harper 

Who Goes on the List ?

From Master Coordinator Dan Henderson –

“As soon as possible, create a list of about 20 names ... because we need to talk to someone if this is going to work.”

- 10 people we think would like to share information with about the products
- And 10 people we would like to have on our business team.

The goal is to find 3 key leaders. These 10 may never be one of those 3 key leaders,... But we have to start somewhere.”



Now we are ready to have a planning meeting with our upline or coach to discuss each name individually and determine best approach.. ashley

Consider the Product Guide List Method to Get Started with Our List

- Read your Product Guide cover-to-cover
- Place a sticky note on each page to list the names of people who come to mind as you are learning about the products and Shaklee Difference.
- Then when you are ready to contact people to introduce them to Shaklee, you might want to say ...” I was reading through the Shaklee Product Guide and thought of you ...

“Knowing how important natural ingredients are to you.. Or
Because I remember you mentioning joint issues with your knee,
Or I know how particular you are about your kids ... etc “

- You can also use your address book, FaceBook friends, neighbors, family, children’s friends, church, etc ashley



The Planning Meeting

- Review each name on your list with your upline or coach
- Choose what events/ activities to schedule. There are several reach out methods that we find to be particularly effective ...
 - Face Book events
 - Small group meetings and business launch events
 - Conference calls and webinars
 - 3 way calls
 - Area and regional events
 - Individual appointments
 - FaceBook posts .. great marketing ... take off-line when possible
- Determine best approach with each name ... ashley



You Don't Need to Know Hundreds of People...

The way we typically grow ...

We usually can generate 1000 PV through our personal circle of friends. But each of those people have a mother, a brother, a best friend, a neighbor, a co-worker etc. ..

And that's how you generate 2000 PV..

And beyond and that's often where we find our business partners

For ex – in Ashley's group 70 % of growth came from members referring friends to her. Lisa's group .. 90%

This is a learn-as-you-go business
(not learn...then go)



Setting up & Launching Our Business:

First 24-48 Hours -

- Set up your personal website & learn how to sponsor
- Become your first customer & enroll in autoship with 100 PV order
- Activate your Electronic Funds Transfer to start earning
 - Form enclosed in “other resources” in Business Leader Guide
- Schedule your first coaching call
- Read Pages 1-11 in Shaklee First Step Resource Guide (download from MyShaklee.com) ... and then continue to complete the guide
- Continue to attend 8 Weeks to Director webinar series live or I archive
 - <http://betterfuturestartstoday.com/yourname>



harper

Everything Is Not Going To Go Perfectly ...
Be OK With That .. You Will Learn Faster



harper

What We Are Today ... Attracts Where We Are Going Tomorrow

When we have a picture of the organization we want to create...

It may be helpful to take a moment to visualize ...

- What will we look like?
- What people will we be attracting into our business team ?
- And into our family of customers? ashley

**BE THE
KIND
OF
PERSON
THAT YOU
WANT
TO
MEET.**

The question is ... How do we be that person now?

Answer is ---By working on personal development every day (books, podcasts, classes, etc)

Action Steps Session 1 Getting Off to a Strong Start

- 🌱 Schedule Thursday Morning Training sessions on your calendar (or the time you will review the archive)
- 🌱 Set up your office and business space
- 🌱 Begin to identify what a Shaklee business can mean for your life. .. You will want to share that as you invite customers and business partners to join you
- 🌱 Keep your goals in front of you (List your goals or create pictures of goals ..etc and post on bulletin boards and walls)
- 🌱 Create your working binder ... a 3-ring binder and insert First Step Resource Guide, your written goals,.. So every time you open the binder, you see those goals... and documents from each week's training. And your list of names !
- 🌱 Insert Business Leader Guide into the working folder along with your written goals and vision for your business and your life.

becky

Action steps continued

- Add picture of Business kit/post on FB – tag upline, share excitement
- Become “a product of the product,” use the items in your kit (take Shaklee before photo) & review the benefits of the products
- Read through entire product guide & note products you’d like to add to your future orders and promote to friends

becky



And we're off to a great start!



Francine's comment – there will be doors ... and we will find the keys to open them .

**WHEN LIFE SHUTS
A DOOR....**

**Open it again.
It's a door.
That's how they work.**