

Report on Successful Home Business FaceBook Event –

- Katie

Member Appreciation Brunches/Dinner/Teas

- Offered 15% off any orders placed that day
- Each guest received a packet of:
 - Selection Guides,
 - Order form,
 - Gold pack information and contents,
 - Company and earnings potential,
 - Gift bag with samples in it

lisa

2 events and 45 guests in attendance
Results as of now about 2000 PV in orders,
5 people looking at the business
Many members trying new product lines
Everyone had great fun!

Member Appreciation Brunches/Dinner/Teas

- They come for the fun.. Food ..and free stuff
- They end up getting a great sense of team ... and exposure to home business
- They get lots of education about health and Shaklee science and product lines
- They hear amazing stories of success with nutrition as well as business stories

Member Appreciation Brunch Outline

Welcome-

- Each guest shares their favorite product-(and receives a raffle ticket for sharing)
- Each leader shares why they chose to develop a Shaklee business.
- Distribute raffle tickets to anyone who asks/or answers a question

We had some questions pre-written and handed them out to guest to read

- Give Shaklee products as gifts
- Give Nutrition & You books to the people that had great testimonies
- Offer good discounts on the Gold Packs and invited people to join our team

lisa

Enfuselle Sample Kits – Rebecca Fountain

- Assembled 15 sample kits –
--(purchased tiny paint jars from Hobby Lobby
paint, small black quilted make-up
bag about \$1.50)
-- included every Enfuselle product
-- wrapped the make-up bag with a ribbon
and pretty bow so it looked like a present ..
- Customer received enough product for 3 days
- Results – everybody bought something. 7
purchased the entire Nutrition Therapy for Your
Skin Kit \$187.45 MP , 141.29 PV)



Rebecca's Dialogue

In response to a compliment on her skin --

“ I am trying some skin care products I love.

What do you use? You look great ..

Do you like it?

Well, if you like .. I have some samples .

Or

“ I know you are one of those people who always look great.. So I know you really take care of yourself and your skin and your appearance....

So I thought you'd really be interested in what I have found...I have seen amazing results.. Not only for myself, but people I know .. And I have my friend's before and after pictures... She got incredible results in just 8 weeks.

Do you want me to send you the picture?

Shaklee does everything in Harmony with Nature. Cindy Latham told us 2 major cosmetic companies tried to buy the patents on Enfuselle .. But Shaklee refused.







Shaklee Summer School 2014
8 Weeks to Director
Session # 8 Final Session
Aug 5, 2014
The Role of The Leader



Sn Executive Coordinator Lisa Anderson
Senior Coordinator Katie Odom

Objectives for Session #8 – The Role of the Leader

- Understand what it means to be a leader in Shaklee
- How to raise up and develop other leaders
- Define our role as mentor and coach
- Review skills to learn to be a good coach

lisa



The Role of the Leader --Joel Barker

- To set the vision (ex Roger Barnett)
- To enroll others in the vision and assemble the team
- To empower the team
- To create and sustain momentum katie



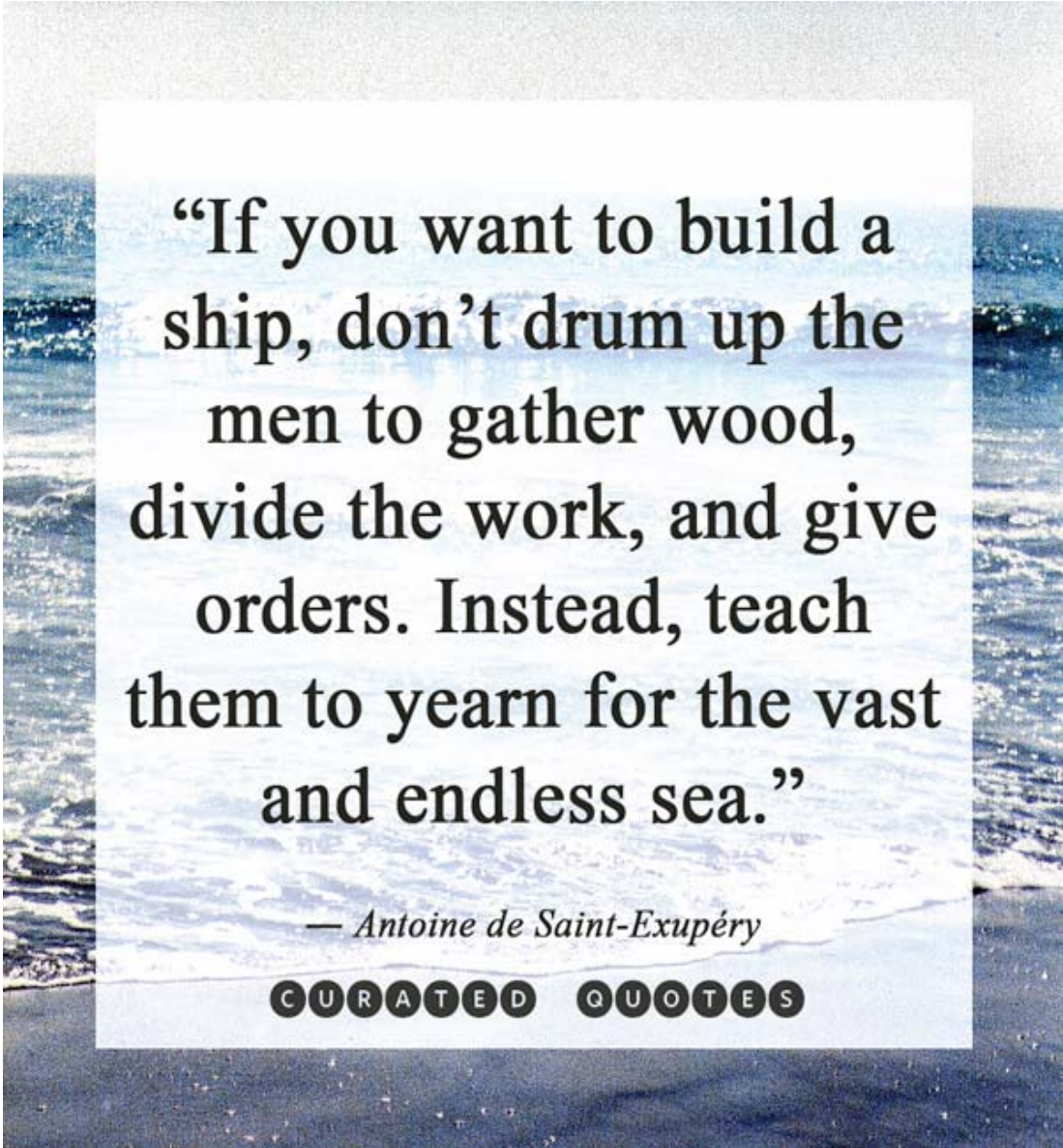
The Vision of the Coach Starts With...

- Aiming high for the best candidates for our business teams
- The belief that whomever we choose to work with will succeed... This must be authentic. **You will believe in them before they will be able to believe in themselves.**
- The coach becomes their cheerleader, building their confidence in areas that are new to them. They anchor to our confidence & belief until they have enough experience to build their own.
- The coach paints the picture of what their life will be like on this journey to their Shaklee goal and to creating their future.
- Now we enroll others in our vision and assemble the team



lisa

This is Vision ---

The image features a quote by Antoine de Saint-Exupéry centered on a white rectangular background. The background of the entire image is a photograph of ocean waves crashing onto a sandy beach. The quote is written in a black, serif font and reads: "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."

“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*

CURATED QUOTES

barb

Leaders become great, not because of
their power, but because of their
ability to empower others.

~John Maxwell

www.gauraw.com

Empowering the Team

Good coaches learn to keep the business simple. People go off on tangents. Good coaches gently refocus them **on the process** which is ...

- Find their dream and envision what they want to create and achieve with a Shaklee business.
- Make a list of everyone they know
- Learn how to invite people to learn about Shaklee
- Learn how to present business and product information and offer options
- Follow up & offer great service

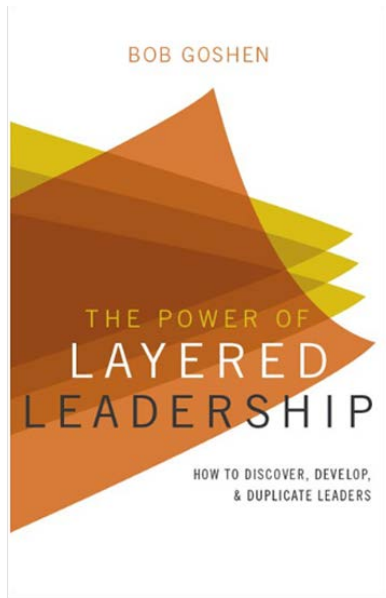
lisa



Creating and Sustaining Momentum –

Joel Barker

- Stay close especially right after they become new Directors
- Keep their vision in front of them
- Help leaders continue to do the activities that keep their group building
- Lead by example--- don't manage lisa



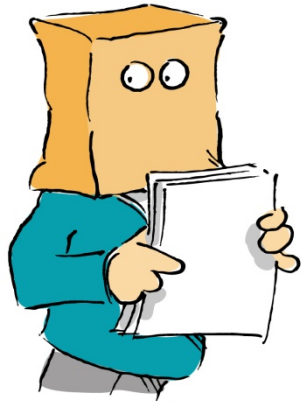
Guiding Business Builders to Director Begins with Understanding Leadership

“Success or failure of organizations rests on one simple fact:

The ability to develop leaders

Bob Goshen *The Power of Layered Leadership .. How to Discover, Develop and Duplicate Leadership*

And this can be learned katie



WHAT DOES A GOOD
LEADER LOOK LIKE?

Leaders are Progressive. ..They work on themselves before they work on others.

Well-grounded leaders are the first to admit that they are the product of someone who believed in them when others did not.

Progressive leaders work to become better in all areas of life:
mentally (they read, seek new knowledge)
physically (active, eat right, etc)
socially (seek camaraderie of like-minded people)
spiritually (they believe in the innate goodness of
people, guided by a higher power)

katie

Good coaches first are good people.



Leadership – The Positive, Progressive, Ethical Influence on Others ...

- That builds people up
- Encourages and acknowledges them so they can duplicate this attitude in others.
- Compliment them in front of others ... ex. when introducing them
- Look for opportunities for them to shine, to be in limelight
- The true measure of a leader is how well he/she mentors people so personal leadership is handed off to others ...

to create new leaders

katie

The Key to Developing People.. Transferring Your Belief to Them



To reach our goals, we must raise the self-image of the people we lead. Here's how...

1. Focus on the good in the people you coach
2. See the person as you want them to be
3. Reinforce their value & the importance of what they do
4. Provide opportunities for them to lead, to contribute
5. Stay in touch.. Follow their progress closely so you can cheer them on.
6. Have faith in them

katie



Believe in Them

People need someone to believe in them before they can believe in themselves

- Believe they can be an Executive Coordinator.. Or a Key or a Master
 - Developing people , not just leaders, is the most rewarding part of a Shaklee business
- lisa

Coaches Need to be Positive...

or Else No One Will Want to be Around Them

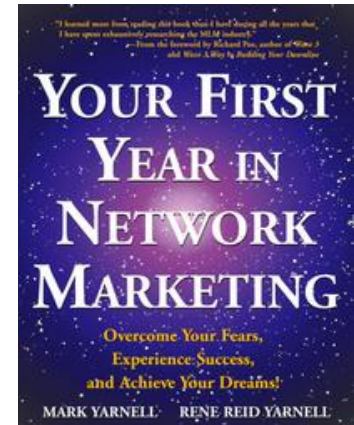
- Become the person everyone looks forward to being around.
 - Who makes everyone else feel appreciated & more confident.
 - Today you will influence at least 12 people (your mate, kids, fellow drivers, employees, your boss, cashiers at stores, receptionist at the dental office, etc.)
- katie

Ask : Is my influence positive or negative?

If I were my down-line, would I pick me to be their up-line leader?



Coaching – Handling Setbacks & Disappointments



- Stay focused on positive results we desire
- Understand how you personally handle setbacks (shut down, give up .. Or learn how to get better, dig in , get determined)
- Learn how to coach others through their setbacks (Be ready with what you are going to do .. Books, CD's 3-way call to veteran leader, stories of you or others)
- **There will be disappointments** .. *Your First Year in Network Marketing* , Mark Yarnell). Let them know what to expect ... rewards and challenges and that it is all worth it. Results sometimes come 60 days later .. Or 1 year later depends on your willingness to continually learn new skills.
katie

Leaders Recover Quickly from Challenges They Become...“Doctors of Solutions”



- Respond .. Not react. Relax and use your reasoning skills
- Understand something good is going to come from this challenge. “It is our natural state of mind to lean toward fear and the negative when confronted with an obstacle.”
- Train your mind to look for solutions ... to use its creativity. If we move to fear and doubt, our brain begins to see failure and defeat.
- The mind will answer the question you ask
(learn to ask.. What can I change to get better results ? Not why does this always happen to me!)

katie

Turn Disappointments Into Opportunities for Learning

- 1st step after a disappointment is empathy. (“Yep, that happens in the beginning. It is completely normal”).
- “So this is great; let’s go back and dissect it and see where we might want to make some adjustments.”
lisa

DISAPPOINTMENT TO A NOBLE
SOUL IS WHAT COLD WATER IS
TO BURNING METAL; IT
STRENGTHENS, TEMPER,
INTENSIFIES, BUT NEVER
DESTROYS IT.

johanna-lynn.com

You learn more from the things that don’t go so well than from those that do. LOTS MORE.

Experiencing challenges makes you a much better coach. Now you can teach others what you changed that made an improvement.

Don’t ask others to do what you are not willing to do.

Key Elements for Conversations That Help Us Connect Apply When Coaching

1. Using the phrase ... **Tell me about** ... to open conversations and learn what is important to the person you are speaking with. .. This is how we learn their **needs, interests, concerns**, etc and then we can look for possible solutions through Shaklee.
2. **Acknowledge** people --- look for sincere honest ways to appreciate people .. acknowledge them for what they value, for the work they do, for their kindness, for their families, for their abilities,...for their cats .. Their dogs ...
- 3 Always include **your reason** for the contact ... why you thought to invite them to a conference call , or to view a video link, why the information was important to you, why developing a Shaklee business is meaningful for you and might be for them , why they may want to meet your upline or other selected leader, etc
- 4 **Discuss options**

lisa



Coach By Asking Questions.. Not Lecturing



“ Hmm , What do you think about calling people beforehand instead of just emailing them? (use third party) That’s what Susan suggested . She said they responded more when she shared why she was having the meeting and how important she felt the information is, etc. What do you think about that?”

Or

“ hmm, how did you feel about the length of the meeting?

“ hmm, I wonder if we could come up with some ideas of how to build more rapport with the guests. What did you like about the other meeting you attended? “

“hmm. let’s think .. Now what is your objective for the meeting?”

Or could I make a suggestion .. What has worked for me is .. katie

Words are Powerful...Use Them Wisely

- Do not tolerate gossip or negative conversation ..
Excuse yourself. Guard your mind. Never participate.
- Complain up and praise down
- When you mentor others ... your words should offer encouragement, not despair. They should lift, and never put others down nor damage their spirit.
- “If any of your words are used to put others down in order to build yourself up ... you are far from being a leader.”

Bob Goshen lisa



Create an Environment for Growth

- Communicate with your team regularly ..
Conference calls, meetings, recognition newsletters, personal calls
- Create opportunities for fun and fellowship
(Shaklee incentive trips and annual conference)
- Listen .. Stay in touch ,... hear their concerns, their ideas, celebrate their successes
- A disappointment or setback that is shared is diminished. A success that is shared is magnified.
- Recognition can mean more than a paycheck katie





The differences between

a **BOSS**

and

a **Leader**



Drives employees
Depends on authority
Inspires fear
Says "I"
Places blame for the
breakdown
Knows how it's done
Uses people
Takes credit
Commands
Says "Go"

Coaches employees
Depends on goodwill
Generates enthusiasm
Says "We"
Fixes the breakdown
Shows how it's done
Develops people
Gives credit
Asks
Says "Let's go"

Real Example of Coaching Challenge – 2 Meetings.... No Orders, No Interest



So pretend you are the upline... what do you do?

FIRST - -let them empty their bucket and listen

Leaders don't want you to solve their
problems.

They want you to listen and ask questions to
help them solve them themselves.

Share your “war stories” so they see this also happened to
you. barb



Sometimes being listened to
feels so much like being loved
that it is impossible
to tell the difference... barb

Barbara Pine



What Drives Business Partners Away? Remember.. They are all Volunteers.

- Disappointments .. Feeling like a failure
 - The coach helps distributors process events to learn from them , reminds them this is normal
- Lack of support, criticism..– It's got to be fun/rewarding
 - Coach needs to commit to staying with them through the good, the bad and the ugly.
- Lost sight of their vision and purpose –
 - coach reminds them of their higher purpose.. Of the importance of the work they do and holds it before them as a source of inspiration and motivation ... Keep them focused on their future jo

Perseverance --- Never Give Up

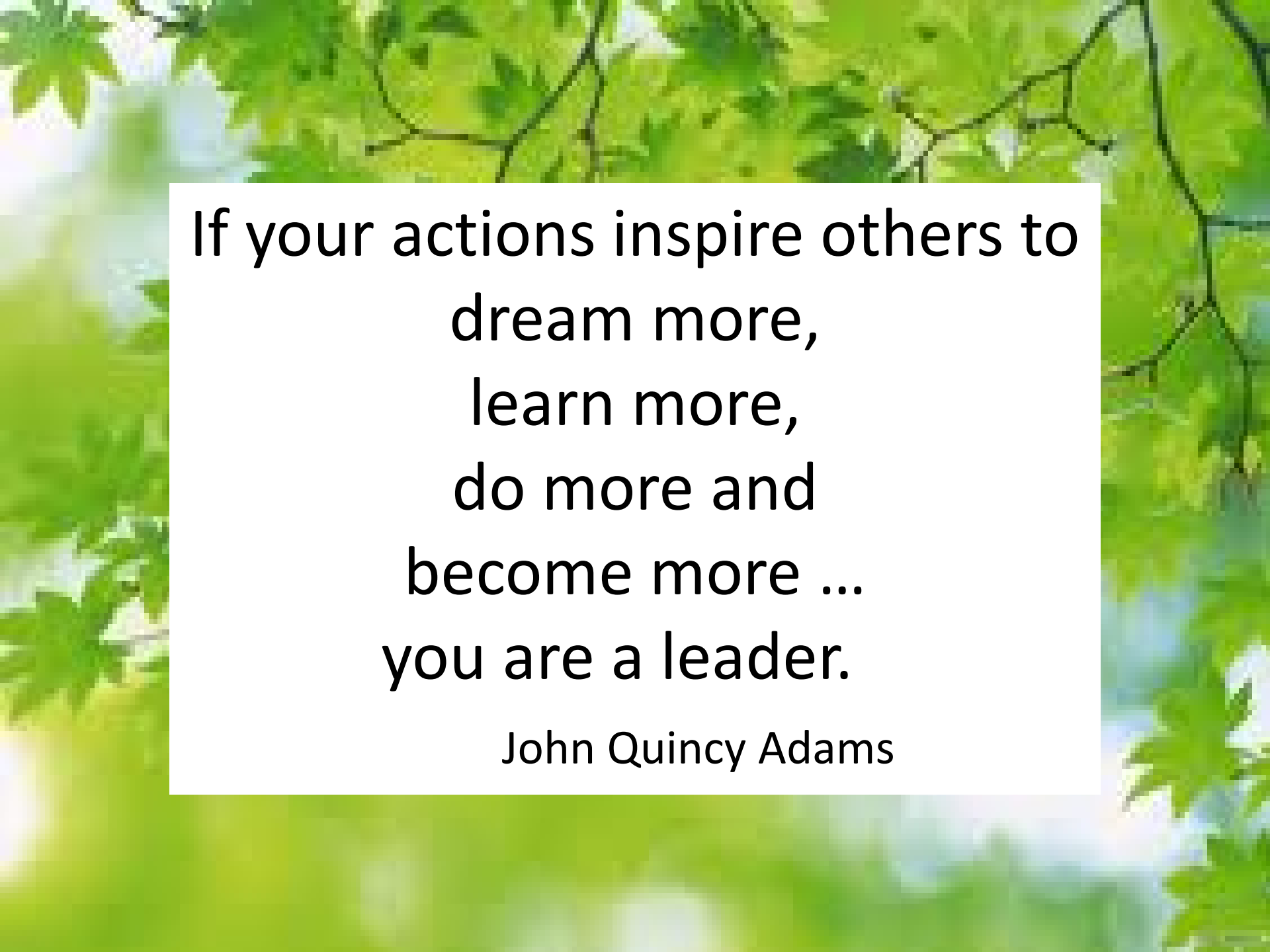
lisa



Action Steps for Session #8



- Begin building your library of leadership books (see list)
- Think about Shaklee role models. Make a list of qualities you admire. Begin to assimilate those qualities so you can become the leader you aspire to be.
- Identify 5 people you can acknowledge this week for accomplishment in Shaklee. Create the habit of celebrating little successes of your leaders.
- Write out your vision for your Shaklee team. Decide how you will articulate that vision to your team. lisa



If your actions inspire others to
dream more,
learn more,
do more and
become more ...
you are a leader.

John Quincy Adams

Fall 2014 Training Webinars

Begin August 26, 2014



Monday Wellness Webinars Schedule

Aug 4 – Presidential Master Coordinator Gary Burke

Aug 11 – no webinar- Shaklee Global Conference

Aug 18 – no webinar – Shaklee conference call on report from Global Conference

Aug 25 – New Products – one that fizzes, one to make you a brainiac, one that is yummy, and one for your ticker. (no more hints)

Archived at www.BetterHealthin31Days.com

Click here to attend

<https://www2.gotomeeting.com/register/168936498>

“ You can have everything in life you want if you will help enough other people get what they want.”..

Zig Ziglar

Greatest legacy we can leave is a downline of people who are happier, healthier and more successful because of our efforts.



Invitation to Conference Call on Home Businesses

lisa

"Hi Joy, this is Lisa Anderson. I was wondering if you would like to join a conference call I am going to be on regarding the business opportunity that Shaklee offers. I remember you mentioning that you are working on saving for your retirement, and I that is one of the topics we will be discussing. The call won't take long, and I think you will find it very interesting."

"Hi Brenda, this is Lisa Anderson. I was thinking about you the other day. We are having a call for young moms where we will discuss the benefits of a home based business with Shaklee and how moms can stay home with their kids and still bring in a good income to help their family.

I'm not sure if you have ever thought about anything like this, but I think you could be quite good at what I do. Would you be interested in joining in? The most common questions about building a Shaklee business and how it works for moms will be answered."



Ultra pure DHA
Brain supporting nutrient
Supports memory
Concentration
Mind skills
Eye health/vision

You don't have to be great to get
started,

but you have to get started to be
great.

Les Brown

Happiness is:
someone to love,
something to do,
and something to hope for.

Chinese proverb

**BE THE
TYPE OF
PERSON
YOU WANT TO
MEET**

BE ONE WHO
NURTURES
AND BUILDS

BE ONE WHO HAS AN
UNDERSTANDING
AND FORGIVING

HEART

WHO LOOKS FOR THE

BEST
IN PEOPLE

LEAVE PEOPLE

BETTER

THAN YOU FOUND THEM

- Marvin J. Ashton -