

we must be
willing to let go
of the life we
have planned,
so as to have
the life that is
waiting for us

-joseph campbell



Monday Wellness Webinars

March 7 – Kristen Jakubowski Story and Review of Benefits of Shaklee Business

March 14 -- Nutritional Support for Cancer Patients Dr Steve Chaney

March 21 -- Lyme Disease -- Martha Willmore

March 28 -- A Day in the Life of a Shaklee Business Leader– Katie Odom/Ashley
McDonald

April 4 -- Presidential Master Coordinator Gary Burke presenting benefits of a
Shaklee business

April 11 –NO WEBINAR . Los Cabos Shaklee Dream Trip

April 18 – Hormonal Imbalance – PCOS, Endometriosis

April 25 – Virtual Smoothie Workshop

May 2 – Sarah Hein Business Story

May 9 – Thyroid Health -- Martha Willmore

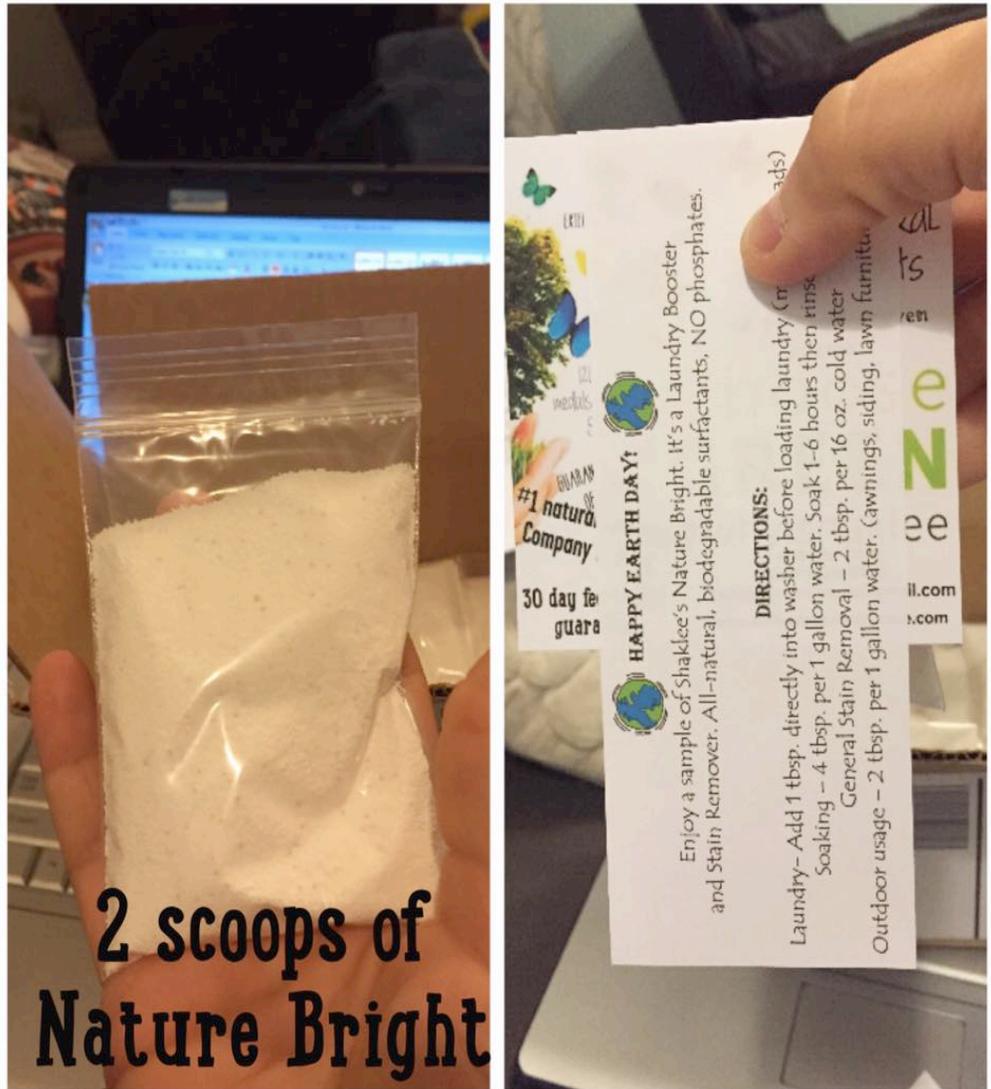
becky

May 16 – Reset Your Health, Reset Your Eating, Reset Your Energy, Reset your Life



From New Director Jen Kelly, a full-time teacher She prepared these Earth Day gifts to give each teacher in her school

Barb



A large, stylized sign spelling "ORLANDO" in white letters with a yellow and green outline. The sign is set against a blue sky with palm trees. In the foreground, there is a body of water with a fountain and a grassy area.

ORLANDO

Shaklee Special Cash for Orlando Global Conference Incentive

Accumulate 20 Sponsoring Points in any one
month April through June 30

Receive 1 share of \$30,000 (worth at least
\$100 / share)

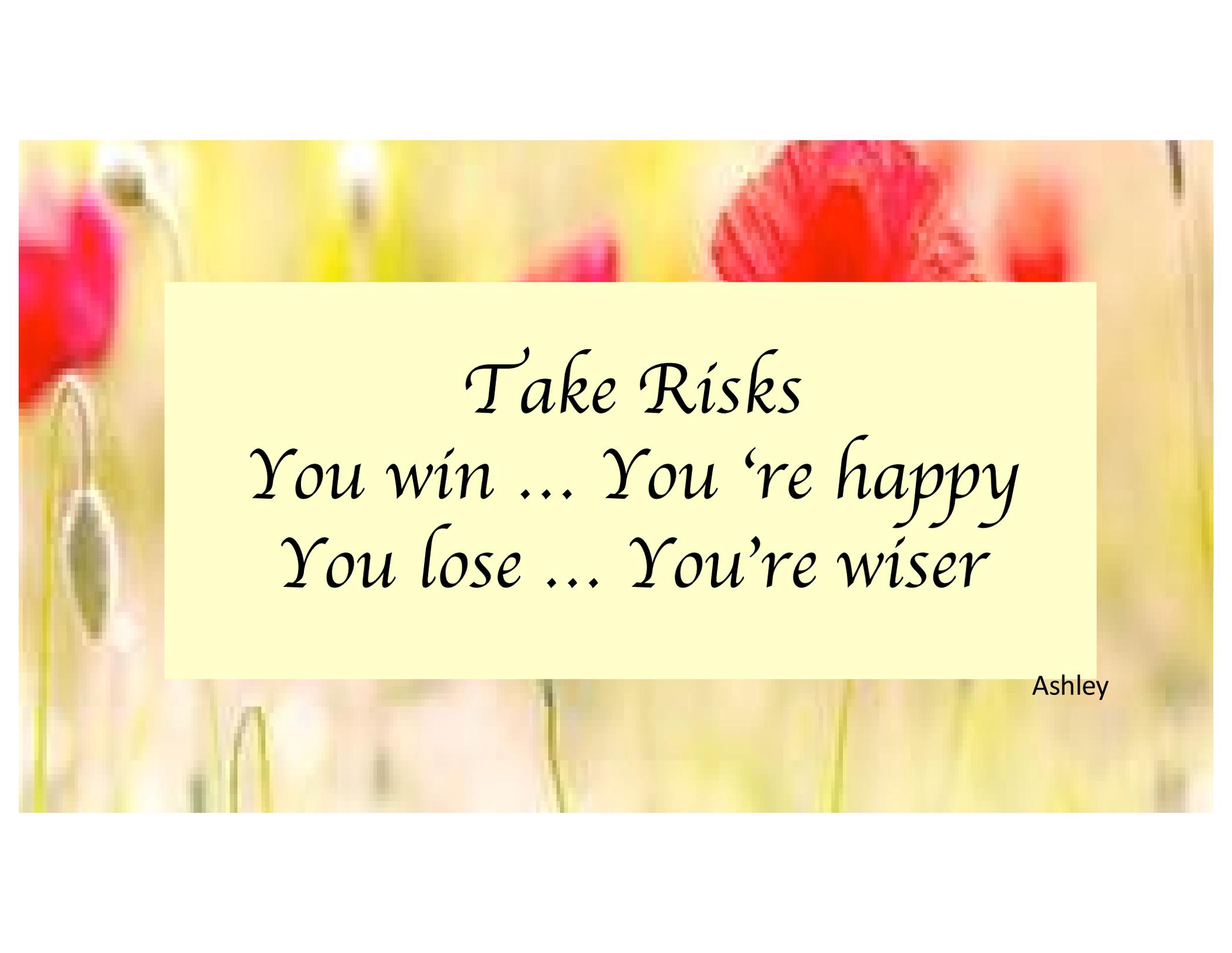
Accumulate 35 points in any one month

Receive 2 shares ! becky



Harper, ashley, becky

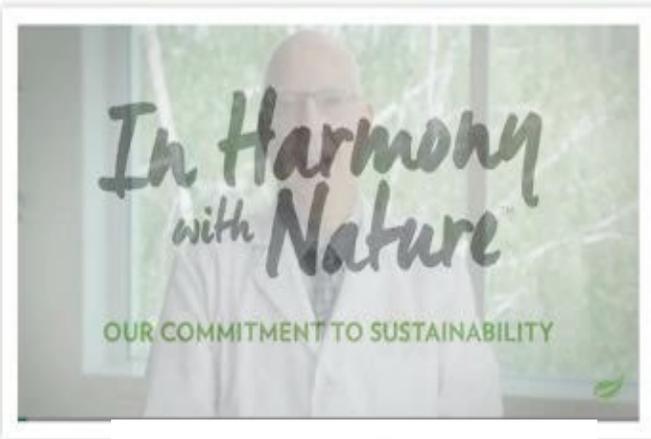
Cabo



Take Risks
You win ... You 're happy
You lose ... You're wiser

Ashley

Earth Day Face Book Event Materials



There is no Planet B



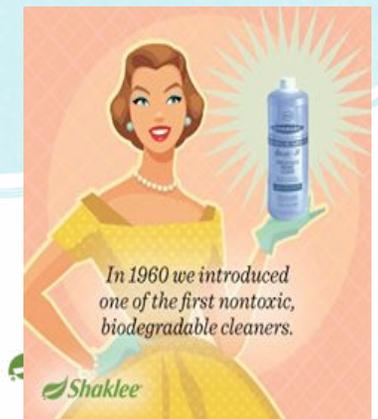
Shaklee

Earth Day-themed Facebook event for your use, with suggested posts that include imagery, videos and suggested message content.



Visit <http://events.shaklee.com/celebrate-share-shaklee-earth-day/> and download:

- * Facebook Event Cover
- * Earth Day Facebook Event Script & Posts
- * Facebook Event Guidelines lisa





2000

the year Shaklee became the
world's first climate-neutral
certified company

 Shaklee®

Lisa
 Shaklee® |  Live
2015

From Dr Bruce Daggy, Chief Science Officer Shaklee Corporation

- At SHAKLEE every day is Earth Day. A healthy person and a healthy planet go hand in hand. We're as committed to our leadership in green initiatives as we are in providing the world with cutting edge nutritional solutions.
- We are 100% carbon neutral each year--and were the 1st company to achieve Climate Neutral certification.
- Small steps lead to a big benefit. 25% of lighting in distribution centers were switched to LED lighting to use 75% less energy.
- At SHAKLEE headquarters, we reduced water consumption by more than 3 million gallons a year and will soon be saving another 1 million gallons a year in landscaping water, especially significant in the California drought.
- We reduced packaging waste in all distribution centers. We planted 1 million trees with SHAKLEE distributors worldwide and that inspired the United Nations Billion Tree campaign where over 12 billion trees have now been planted worldwide.
- Our GET CLEAN products make our homes cleaner and safer, and the non-toxic, biodegradable, and super concentrated product choices we offer keep tons of packaging out of landfills and so helps preserve the health of our waterways and oceans.
- We all have a responsibility to do what we can to minimize our impact on the planet. That's sustainability and the right thing to do. We call it the SHAKLEE EFFECT.

Lisa



Becky's Customer letter

Hi, Dianne - thank you so much for your Shaklee order! You are doing good things for you and your health!!

I love that Shaklee is all about what you put ON you, AROUND you and IN you!
I want to touch on our history for what we have AROUND us – with our Get Clean Household products.

- Did you know that Shaklee's Basic H was one of the first official Earth Day products??!!
- Did you know that in 2000, Shaklee became the first company to be Climate Neutral certified to totally offset its greenhouse gas emissions, resulting a net zero impact on the environment??!!

I attached a document on Shaklee's Environmental history which is very impressive.
I also attached information about the value our Get Clean Line of products and some testimonials.

If you haven't tried any of our cleaners, they are worth checking them out!! Becky
If you want to purchase them one or two at a time, that is fine OR if you would like to "clean house" on your chemical cleaners, then I would recommend the Get Clean Kit  see below.

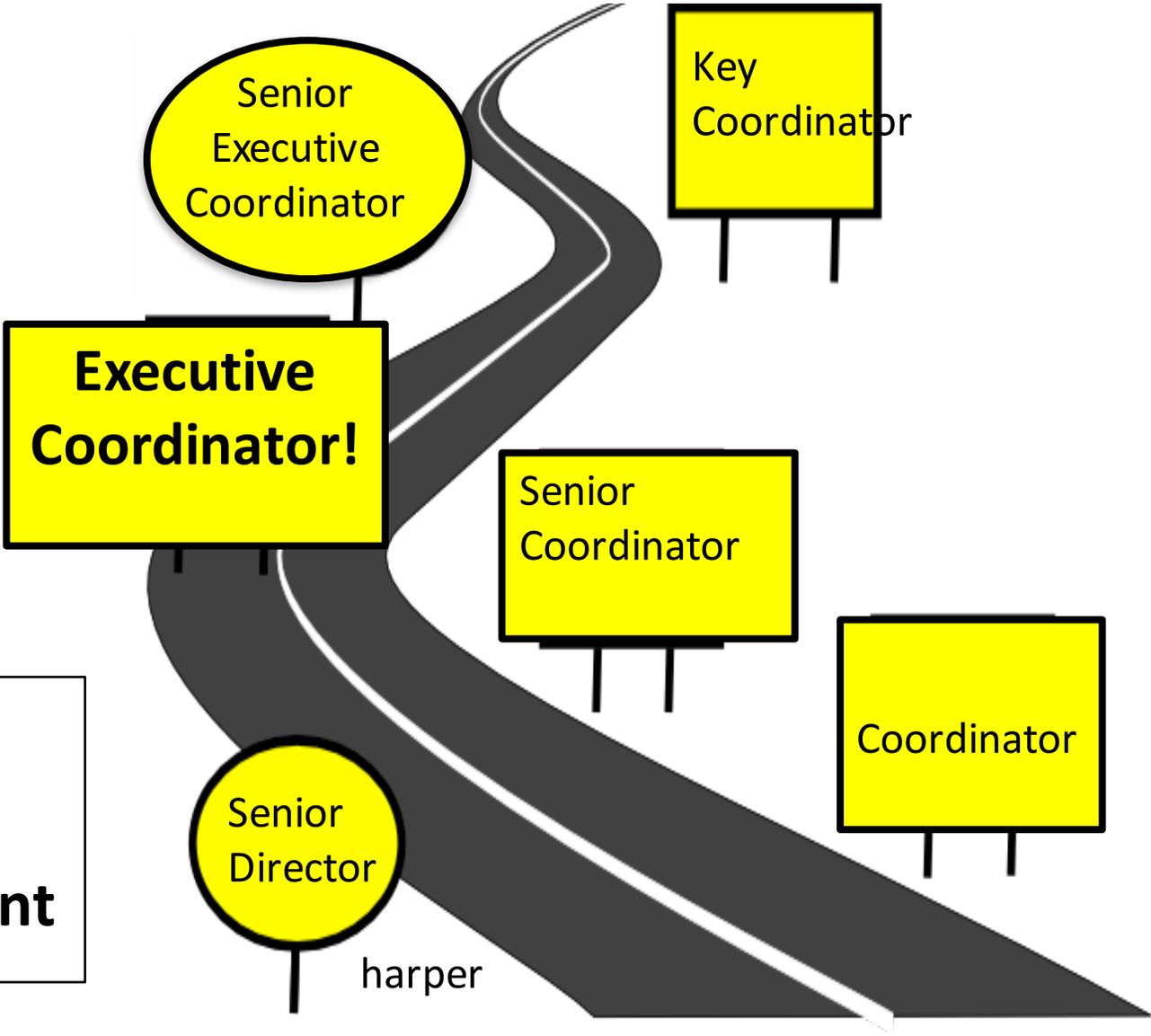


Becky



Journey to
Executive
Coordinator
A Study of
Leadership, Personal
Development and
People

Session 2 Apr 21, 2016
**Business System
For Rank Advancement**



Our Training Team



Key
Coordinator
Harper Guerra



Senior
Executive
Coordinator
Lisa Anderson



Senior Executive
Coordinator
Katie Odom



Executive
Coordinator
Ashley McDonald



Senior Coordinator
Becky Choate



Master Coordinators
Barb Lagoni & Jo Coogan



Jo

Objectives Session 2

Establishing Our Business System & Benefits and Strategies for Advancing in Rank

- In session 1, we discussed that before we can develop our business team, we will need some preparation ... involving some inside work ... and some outside work .
- The outside work begins with establishing 2 systems ... a customer development and servicing system (discussed last week) and a system for identifying and developing leaders...
- This week, we will review the key steps of our Director development system .
- The rank of Director is the starting point for a Shaklee business. Let's then review the next 3 ranks after Director so we are clear where we are headed... and the benefits at each rank ... including Fast Track Bonuses. harper

The Power of the Team -- Benefits of Developing an Organization



- To maximize the income & benefits offered by the Dream Plan
The company has a goal to double its size in North America. Doubling the number of business leaders is most effective way to achieve that.
- To maximize the number of people who can be reached with our message of health and prevention and perhaps a more appealing way to make a living.
- It's more fun and fulfilling to create a team that supports one another, celebrates one another's triumphs and helps find solutions to the challenges.
- Building an organization creates more value to your business should you want to leave it to your descendants... or even sell it. harper

Confidence Comes From Knowing The Steps in Developing Business Leaders

We will want to know what to do when we find our first potential business partner. ..
Otherwise, we will be reluctant to speak to anyone about our very ``special business
model for fear of what we would do on the remote chance they would actually say YES!

So let's review the steps so we are all confident that we actually know this... harper

The word "Yes!" is rendered in a bold, 3D, orange font. The letters are thick and have a slight shadow underneath, giving them a three-dimensional appearance. The exclamation point is also 3D and orange, positioned at the end of the word.

To Coach Distributors to Director With Confidence ... We Will Want to Be Crystal Clear of the Key Steps

A new distributor is in an “ evaluation period “ in the beginning.

We will want to be familiar with the best resources to send them ...
and know the best events to which to invite them.

- Shaklee.tv
- BetterHealthin31Days.com/_____ your name
- Better Future Starts Today/_____ your name
- 3-way calls with uplines to hear their stories and know they
have a team of people to help them
- Attending area conferences
- Sharing stories
- Connecting them to the team

harper



The Evaluation Period – Helping People Move From Interested to Committed

1 _____ 2 _____ 3 _____ 4 _____ 5 _____ 6 _____ 7 _____ 8 _____ 9 _____ 10
Interested _____ Committed

How to determine how interested they are in developing a business...

- Are you calling them or are they calling you?
- Attending training sessions and conference calls and events
- Are they making contacts and taking action harper

100 Days to Amazing: September 24, 2015/ #5 -- The Role of the Leader in Moving People from Interested to Committed

When you are interested, you do what is convenient ...
When you are committed , you do whatever it takes
Ken Blanchard

The Answer by John Assaraf.

"There is a difference between being committed to your success and being interested in your success.

If you are interested, you will do what's convenient.

If you are committed, you will do whatever it takes and doing whatever it takes is what you need to succeed." harper

Key Steps to Director

Step 1 – Identifying Their Purpose for Developing a Shaklee Business

- What would it do for them ...
- What would it mean for others

By asking these questions, we help our business partners get in touch with a higher purpose that will inspire them... and others.

When they share their reasons with their new customers and potential distributors, their invitations will be more compelling
ashley

Key Steps to Director

Step 2– Creating Their Dream Team List & Life-Long Customer List

In your first coaching session, you will be reviewing each name.

Step 3 – Creating Their Plan – Now the Fun Begins !

a Specific 1000 PV Plan to get them to Star Associate ... (and then a 2000 PV Plan to Director, and then a plan for Coordinator, etc) We will cover these planning sessions in detail in a later session.

ashley



lee

Step 4 Launch –

You will want to know which activities are most effective for their circle of friends... and begin scheduling immediately

(3-way calls, in-home events and Grand Openings, FaceBook events, individual appointments, conference calls , area meetings, etc)

Step 5 – Closing with Use.. Share.. Build

and begin the process of building their customer base and identifying their leaders ashley

Setting the Time Line Standards for Our Organization



- Regarding the Evaluation Period --
How long do you want that to typically take?
- Setting up their personal websites, reviewing the First Step Resource Guide, Shaklee University and McDonald Business Leader Guide , making their list, scheduling activities, etc ...
How long before your first planning session?
Sarah Robbins suggests 48 hours
- Once they decide to become a Director ...
How long until the average new business partner advances to Director would you like to be the standard in your organization?(4 to 12 weeks ?)
- What is your expectation for the level of activity for the first 30 days?
(lots ! More than one event) ashley



Francine Roling -- Report on What Can Happen With a Blitz of Business Presentations and FaceBook Events

- Conducted FaceBook Business Opportunity events for 2 per week for 2 weeks so far.
- Invited 5 people to each event
- Richelle attended, expressed interest in follow-up
- Sent videos to evaluate from Shaklee.tv and Power of Our Profession (Better FutureStartsToday.com)
- Set up 3-way call with upline
- Discussed her reasons for gravitating to Shaklee
- Had her start a list
- Scheduled first events
- Purchased Gold Pack

Francine



Understanding Benefits of Advancing in Rank

Step 1 – Director

2000 PV, about 20 customers

3000 PV to qualify for New Directors

Conference (18,000 PV over 6 months first year ...
OR 48,000 PV any consecutive 12 months after)

Fast Track clock begins. lisa

Step 2 – Senior Director

Maintain 3000 PV

BONUS CAR monthly payment!

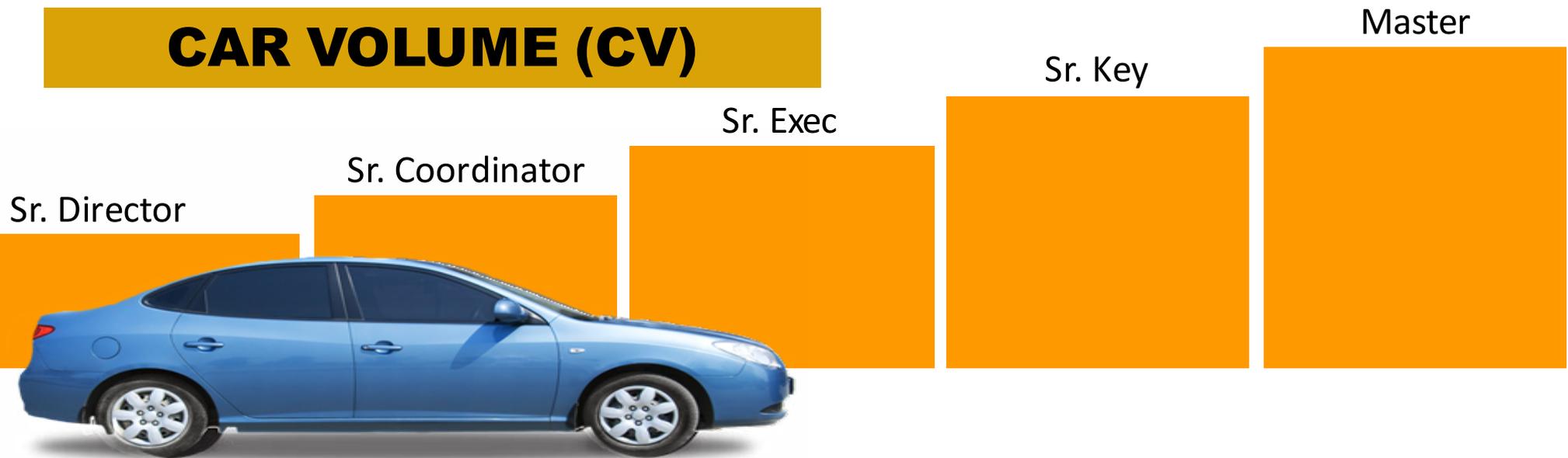
YOU
Senior Director

Director # 1

First Generation
6% leadership bonus
on 1st levels
3% on 2nd levels
Car \$225 -\$250

STARTS AT SENIOR DIRECTOR

CAR VOLUME (CV)



***CV = Your PGV + up to 2000 for
Each NEW First Generation Business Leader!***

lisa

Fast Track Clock Starts When Becoming Director

6 months to qualify for first pay-out

Director to Senior Director

\$1000 ! becky

9 months after becoming Director

Senior Director to Coordinator

\$3000 !

12 months after becoming Director

Coordinator to Senior Coordinator

\$5000 !

FastTRACK Rewards

Immediate Income While Building Your Lifetime Income

It's never too late to participate ...
Upline receives half the Fast Track
bonus in Matching Bonus

Requirement	Position	FastTRACK Reward*	
2000 PGV	DIRECTOR	<i>FastTRACK</i> STARTS	Matching
1 Director Team	SR. DIRECTOR	\$100 x 10 = \$1,000	\$500
2 Director Teams	COORDINATOR	\$300 x 10 = \$3,000	\$1,500
2 Directors & 10,000 OV	SR. COORDINATOR	\$500 x 10 = \$5,000	\$2,500
3 Directors & 20,000 OV	EXEC. COORDINATOR	\$1,000 x 10 = \$10,000	\$5,000
3 Directors & 30,000 OV	SR. EXEC. COORDINATOR	\$1,500 x 10 = \$15,000	\$7,500
		Up to \$34,000	Up to \$17,000

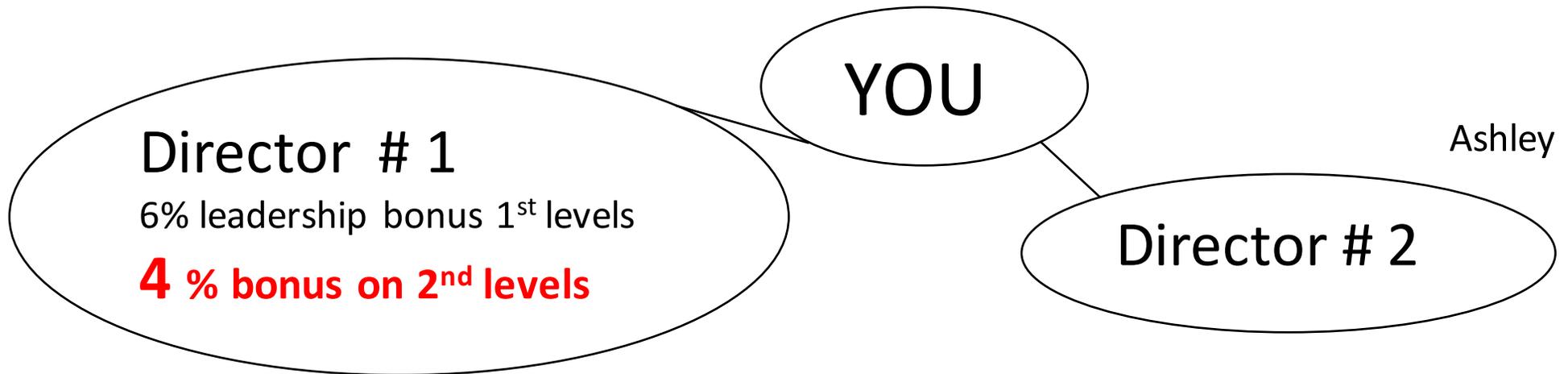
Help three people earn their \$34,000 in **FastTRACK Rewards** and you'll earn **\$100,000+ in total compensation!**

becky

*Payment of FastTRACK rewards are made monthly for up to 10 months, up to the amounts shown. Please see the 2015-2016 Incentives Booklet for full details.



Next – Coordinator – 2 First Generation Directors



Benefits of Coordinator

- Leadership bonus 6% on first generation Directors
- Add now 4% on second generation Directors
- Eligible to qualify for DREAM TRIP
- Income \$21, 300 (Shaklee average)

Fast Track Bonus
\$3000 when
achieved within
first 12 months
after becoming
Director

Next – Senior Coordinator --10,000 OV (your PV + all Directors PV)

becky

YOU

Director # 1

6% plus 2% infinity bonus

5% plus 2% infinity bonus

Director # 2

6% plus 2% infinity bonus

5% plus 2% infinity bonus

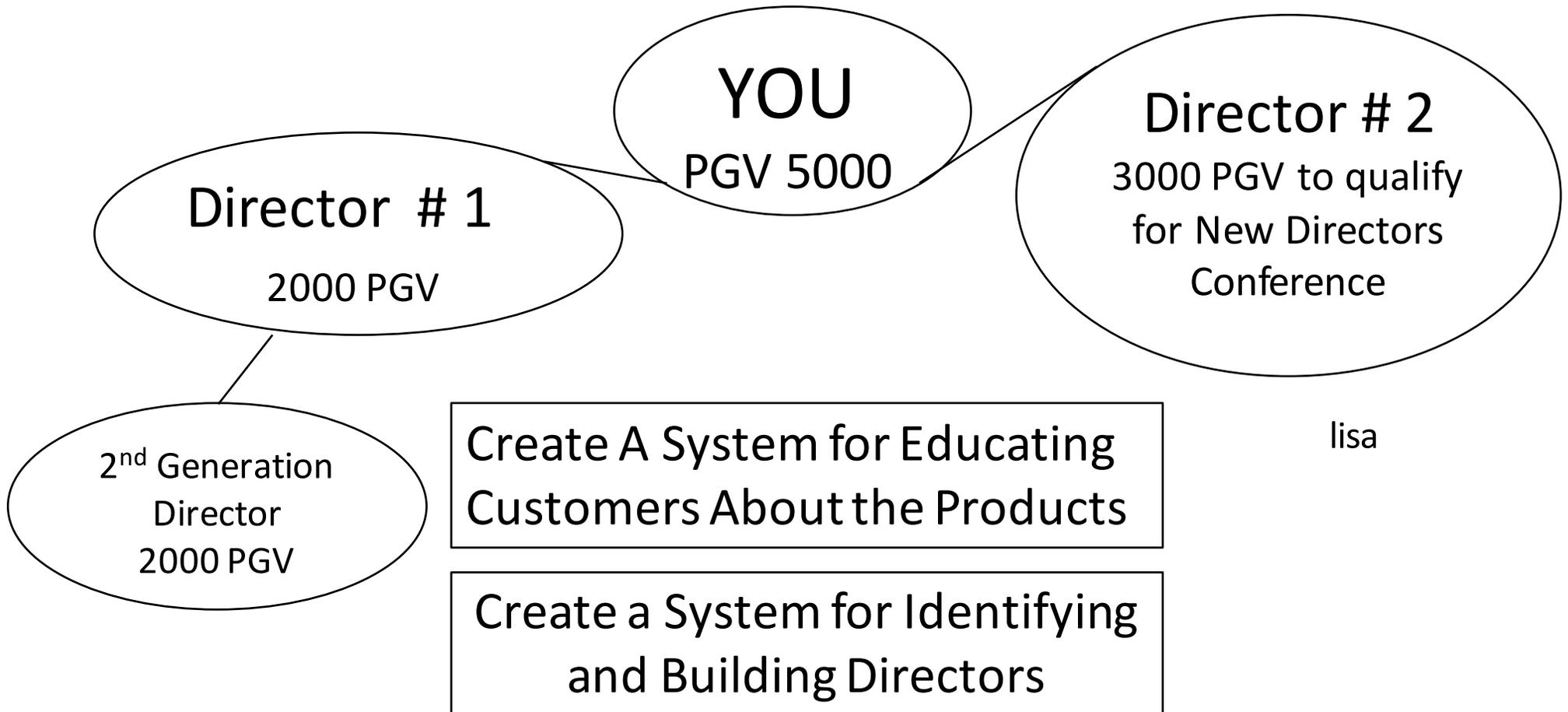
Infinity Bonus Begins

2% to infinity .. All downline generations

Car payment increases to \$325 to \$375

Income \$34,666 (average)

How to Build 10,000 OV



250 PV X 4% = \$10
500 PV X 8% = \$40
1000 PV X 12% = \$120
1500 PV X 14% = \$210
2000 PV X 20% = \$400

Personal Group Volume Bonus You and Your Customers & Distributors

- **Customer -- Member**
- **Referral Member** –
to receive a benefit ...
Free product, free shipping,
- **Casual Distributor** –
- **Committed Distributor and Business Partner**

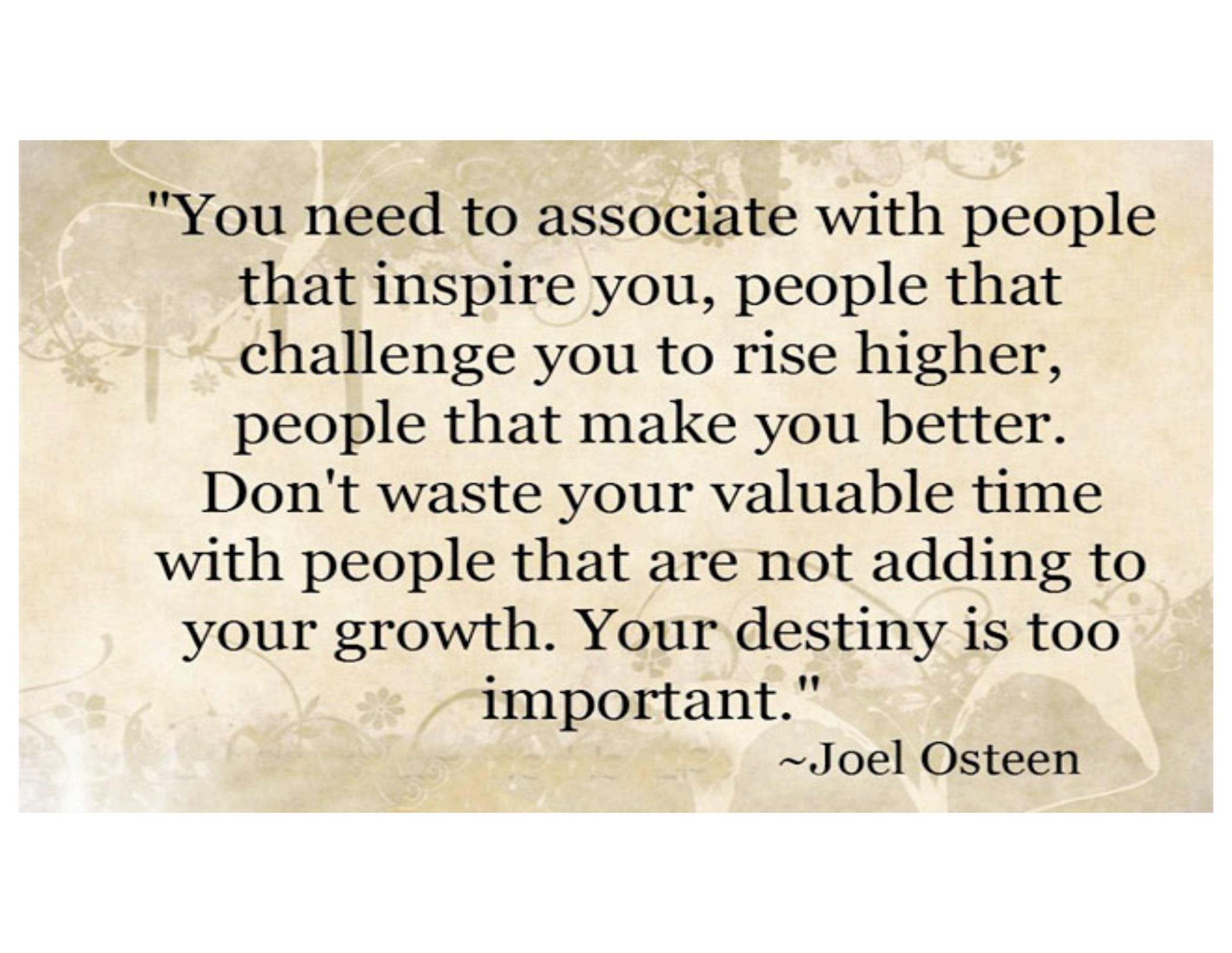
Goal – to build a solid stable PV base
Achieve this by sponsoring new members on a regular basis AND encourage customers to progress up the bonus schedule through your customer development system
(New Member Appointments, customer incentives & education, etc)

Lisa

Developing Business Leaders Requires SINGLE FOCUS
This is Pam Cary's Goal Board



jo



"You need to associate with people that inspire you, people that challenge you to rise higher, people that make you better. Don't waste your valuable time with people that are not adding to your growth. Your destiny is too important."

~Joel Osteen

Associate with people who inspire **us**...

Who challenge **us** to rise higher...

People who make **us** better.

Be careful not to waste time with people who
are not adding to our growth ...

Our destiny is too important .. And **our** time
too fleeting.

Joel Osteen with editing from Barb Lagoni

barb

Action Steps

- Continue to create our customer education and servicing system
- Know what materials we will offer people in the evaluation period of their starting a Shaklee business.
- Play with the numbers.. And the ranks.. To begin to project what income is possible for you.

Lisa

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- **Session #3** Prospecting 101 *April 28, 2016*
 - **Session # 4** Prospecting Stories- How it Works in Real Life *May 5, 2016*
 - **Session #5** Designing & Implementing the Plan *May 12, 2016*
 - **Session #6** FaceBook as a Magnet for Business Partners *May 19, 2016*

Ashley

we must be
willing to let go
of the life we
have planned,
so as to have
the life that is
waiting for us

-joseph campbell



"We often try to make it complicated.

We say things like,

'I don't even know where to start' or,

'I'm afraid to do it the wrong way,' when it comes to hard work and putting in effort.

But our desire to complicate it is all too often just a cover for laziness or fear.

Hustle is not hard.

If you write your blog every day, at the end of the year you will have more readers than when you started.

If you get up early and work on your dream two hours more than somebody else, your dream will progress faster."

– Jon Acuff, Quitter

show
MONDAY
who's boss

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