

5 Day Reset

Products to Purchase:



Item: #89384

- increases your energy!
- helps you lose weight and maintain the weight loss!
- helps regulate your digestive health!
- 24 grams of protein in 1 shake...1 egg only has 6 grams of protein
- quick and easy and can take with you on the go!

OR

Helps Eliminate:

- sugar cravings
- mood swings
- toxic build up
- brain fog



Item: #89404

Sample Nutrition Assessment

- What would you list as your number one health concern? This may be a current issue or something you would like to avoid.
- What other health concerns would be of importance to you? These may be current issues or anything you would like to avoid.
- Are you currently taking any vitamins/supplements or medication? If so, for what issues?
- What do your typical meals look like each day? How often do you eat? What are your favorite foods? Do you like to snack?
- Do you like to exercise? Do you have any favorites? How often do you exercise?
- How much sleep do you get each night?
- On a scale of 1-10 with 1 being low and 10 being high, what is your stress level?
- Describe your typical day to me.
- On a scale of 1-10 with 1 being low and 10 being high, what is your usual energy level?



Francine

Monday Wellness Webinars

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

May 23 -- Acid Reflux

LAST WELLNESS WEBINAR at current link

Schedule resumes Monday August 15 with new registration link ... go to Learning From the Masters Face Book page for details when we know them.

becky

A scenic view of Orlando, Florida, featuring the large, illuminated 'ORLANDO' sign in the background. In the foreground, there are palm trees, a body of water with a fountain, and a street lamp. The sky is blue with some clouds.

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)

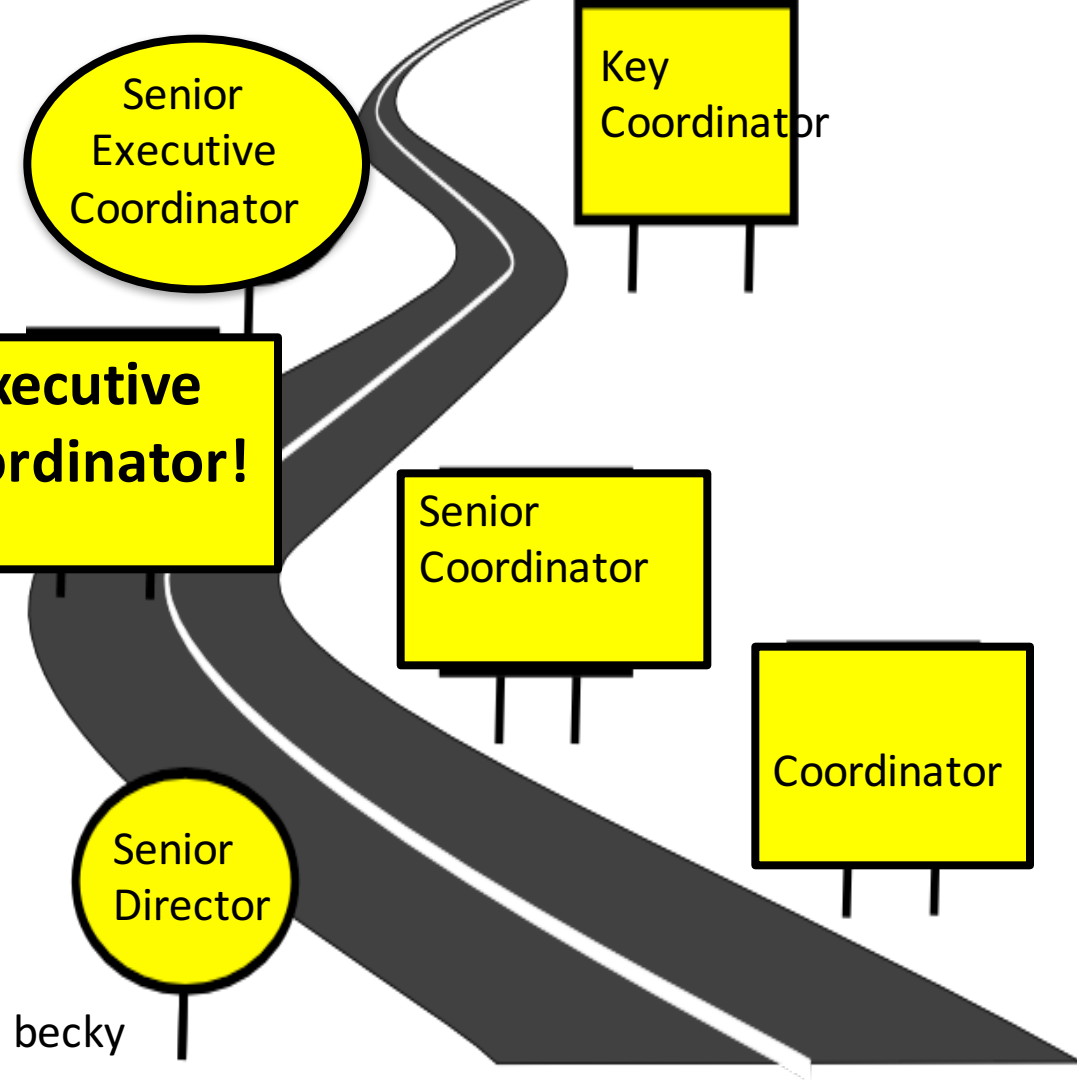
Accumulate 35 points in any one month

Receive 2 shares ! becky

Journey to Executive Coordinator

A Study of
Leadership, Personal
Development and
People

Session 6 May 19 , 2016
FaceBook as a Magnet
For Business Partners



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



Objectives Session 6

FaceBook as a Magnet for Business Partners

- 2013 Lagoni group added 1 Director
- 2014 added 4 new Directors
- 2015 added 19 new Directors .. And with the vast majority of them, Face Book played a significant role in their deciding to develop their own Shaklee business and be part of their Shaklee team. (8 under Odom group)
- Today we will explore how to use FaceBook to help others see a picture of what our lives are like with a Shaklee business integrated into them ..
- And what perks we enjoy...
- The welcoming, supportive , encouraging, talented community we get to be part of ...
- And what possibilities may be awaiting them.

Social Media as a Magnet for Business Partners



katie

Facebook Growth Testimony

Ashley McDonald

- 4 out of my 5 first level directors came from FB & 8 active distributors
- Last month alone, 18K of my 25K OV was technically from FB
- 2500PGV/5500PGV was from FB customers
- FB has made it possible for me in several walks of my business to always stay growing & bringing new & unexpected people onto my team

Brandi Rush
Sr Director



Tiffany Wood
Director



Megan Ray
Director

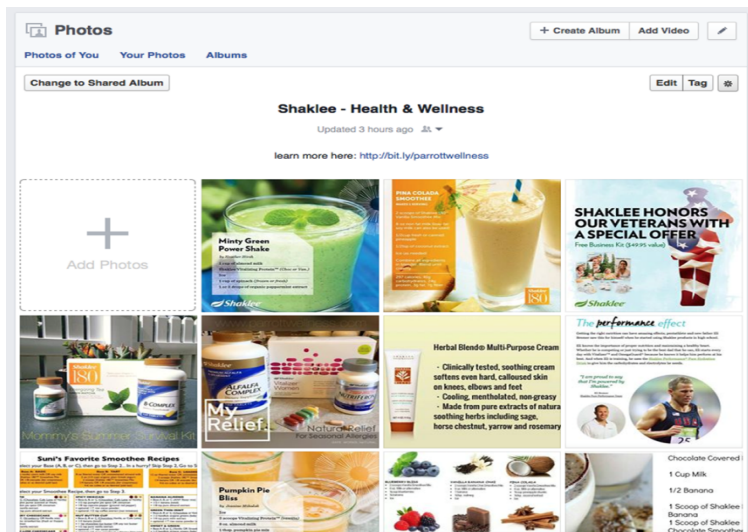


Rachel Tabor
Senior Coordinator



The Power of Social Media

- People are watching your posts
- Creating albums



katie



Social Media is a tool to CONNECT

- Social Media allows us to CONNECT with people
- Start saying less to more people
- Keep your posts general
- Inviting/presenting should always be done OFFLINE
- People are drawn to YOU
- Try to avoid me and I- and instead use YOU

katie

Social Media Guidelines

- 🌱 80/20 Rule and consistency
- 🌱 Phones have replaced TV
- 🌱 Avoid controversial posts- politics
- 🌱 Do not post your website
- 🌱 Support each others posts- Comments and shares especially
- 🌱 Focus on sharing your WHY not WHAT you are doing katie

Be Consistent on Posting in Social Media

Follow Up Stats

- **2%** of sales are made on the first contact
- **3%** of sales are made on the second contact
- **5%** of sales are made on the third contact
- **10%** of sales are made on the fourth contact
- **80%** of sales are made on the fifth to twelfth contact

Continue to post regularly even though not all posts will receive comments and attention.

ashley

Market Yourself

- Posts should be educational- empowering-encouraging
- Posts should always have a purpose
- People are drawn to YOU
- What can you offer people?
- How can you help people with something?
- Be authentic ashley

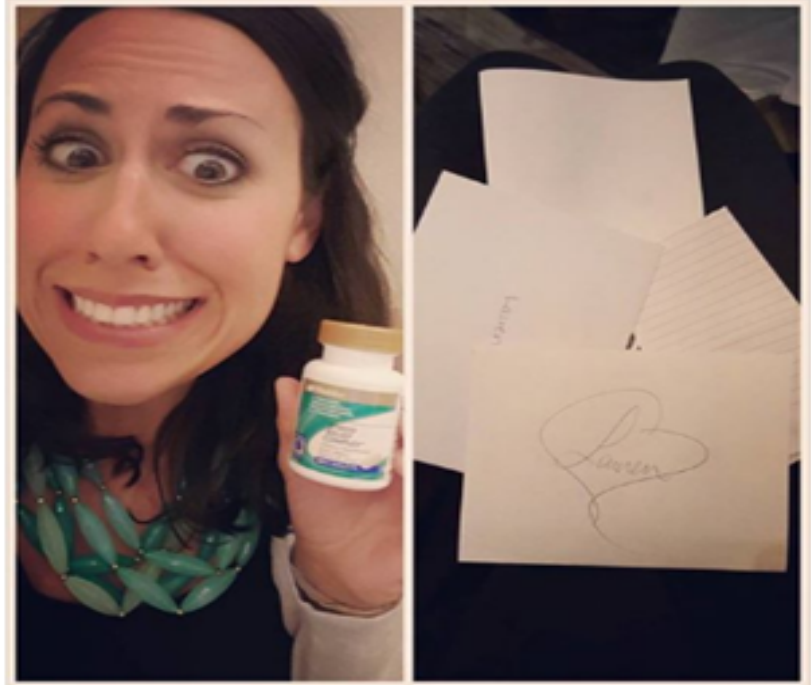
On Saturday I spoke at a conference in front of hundreds of people. I was SO nervous . I prayed, took some Stress Relief Complex, and my wonderful friends prayed over me, too. After I spoke, on FB people shared such kind words with me and I received these kind notes from my leaders and teammates. It meant so much to me. Words of affirmation are totally my love language.



Lauren Breeden

April 25 at 7:25am · Instagram · 31

On Saturday I spoke at a conference in front of hundreds of people. I was SO nervous...I prayed, took some stress relief, and my wonderful friend/teammate prayed over me too. After I spoke people shared such kind words with me and I received these notes from my leaders and teammates, and it meant SO much to me. Words of affirmation are totally my love language. That day, hearing from Dr. David Colby about the adulteration of supplements and Shaklee's incredibly stringent test... [See More](#)

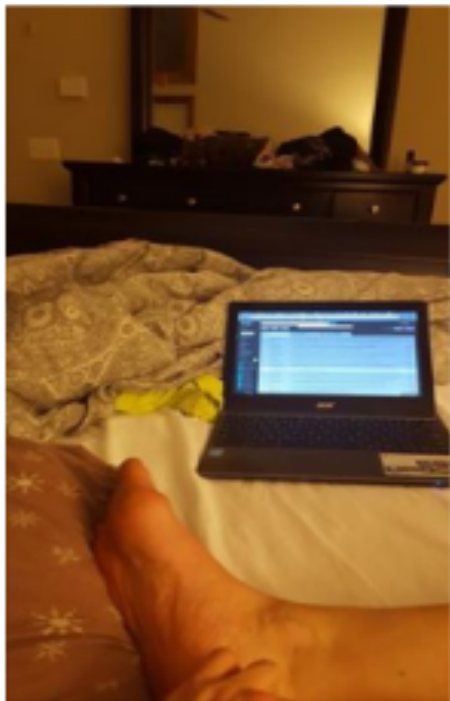




Sarah Galbreth

18 hrs · 🌐

Seriously LOVE my job. Just got off a 3 way call to help a gal with migraines, allergies, stress, energy and sleep. I love that I can help others with natural solutions and be an advocate for their health. Thank you Shaklee for providing this vehicle to help others feel better and give my family financial freedom! (all from my office, today, my bed!)



katie

Fiercely love my job. Just got off a 3-way to help a gal with migraines and allergies.

I love that I can be a help to others with natural solutions and be an advocate for their health.

Thank you Shaklee for providing this vehicle to help others feel better and give my family financial freedom (all from my office. Today, from my bed.)

Sarah Galbreth

Living your life out loud

- Shift from product focus only to lifestyle focus
- Showing HOW you build your business
- Showing kids cleaning with products ashley





Katie Odom added 4 new photos — with Lauren Breeden.

April 22 at 1:55pm · 🌍 📍

Over 3.5 years ago Shortly after I had Malayna- I began to be more aware of what was in my environment. As a young mom I saw my daughter crawl on the ground- touch the windows- and eat of her plate and I began to think about how the cleaners in my home could be effecting her.

I wanted to remove as many toxins from my home and body as possible. I was introduced to a company that helped me do this- save money- and keep our Earth Green! 🌱🌱

I had no idea that a simple act of rem... [See More](#)



1 Bottle is equal to 5,824 Bottles

\$10.35 \$11,531.00

less over 1000 uses
Organic + Non-toxic

Contains chemicals
that can trigger
asthma + allergies

Dusting Toy Cleaner

Produce Wash

Fingerprints

Car Wash

Golfers

Bathroom Fixtures

Window Cleaner

3¢

1¢

Floor Cleaner

Diaper Wipes

Toilets

Bug Spray

Patios

Chandeliers

Barbecues

Woodwork

Got a thousand things to clean?

We've got a thousand uses for Earth Day!

Living life
out loud

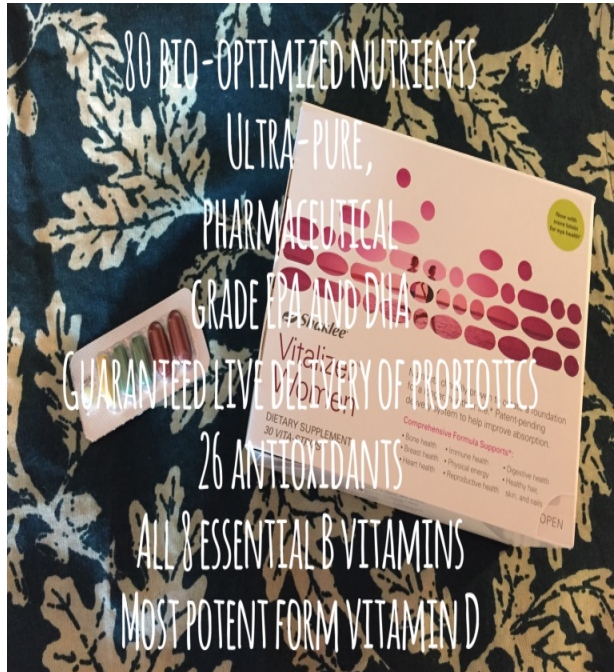
katie

Show your lifestyle

- Focus on Freedom, Flexibility, Purpose, Community
- Healthy Eating
- Having Flexibility to be present with your kids
- Traveling ashley

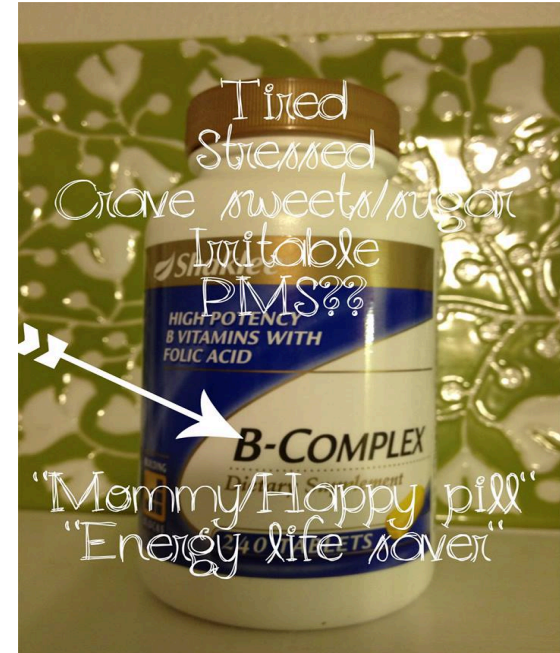


Make Graphics Educational



Rhonna Collage
Pic Collage
PicLab
PicArt

ashley



Customer Group

*Ask permission to be in the group

- Add people who are members or have expressed an interest in Shaklee
- LIVE VIDEOS- Fun giveaways- recipe ideas- health information
katie
- Think how the page can benefit them



Thank Customers for ordering



Michelle Parrott

April 28 at 7:51pm

Thank you for your autoship [Kendra!!!](#) I'm always so thankful for your support over the last 2 years! AND lucky you - you got an entire bag of protein for just \$10 with your AutoShip coupon AND a free container of Basic H2 wipes!!!

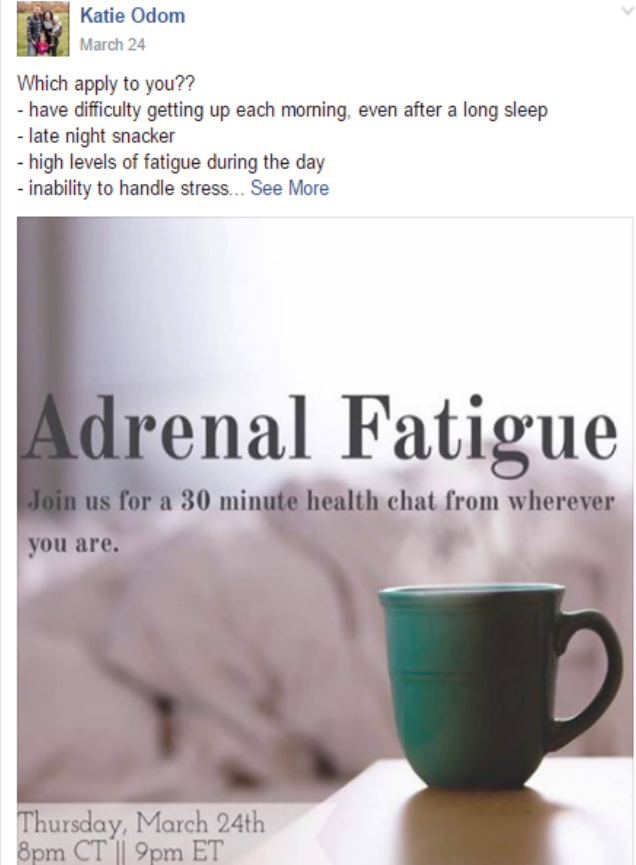


katie

Create Curiosity in Your Posts Vs. Raising Resistance

- Keep posts general
- End with a question/call to action

katie





Chrystal Hubbard added a new photo to album: Building health with Shaklee.

September 30, 2015 · 🌐

Month one on Shaklee's 180 turnaround plan: ⬇️10 pounds

Size 10➡️6

Increased immune system

Increase in energy

Healthier hair, skin & nails



katie



Michelle Parrott

April 28 at 10:00am

DO YOU HAVE THIS ITEM?!! If you don't - you need it!!!! This is what I use DAILY and never burn. (just make sure you reapply as necessary!) I highly recommend adding it to your shipment because last year we actually RAN OUT of it because it's so popular instead of those terrible spray sunscreens out there. (just google it.)

You can read more here: <http://bit.ly/shakleesunscreens>

Educate

- *Using bitly.com
- *Shortens your link
- *Helps you track who went to your website

katie

Sunscreen SPF 30

Apart of Enfuselle line which holds 7 patents

- ✓ Hypoallergenic
- ✓ pH balanced
- ✓ No parabens
- ✓ No sodium laurel sulfate or sodium laureth sulfate
- ✓ No mineral oils or petroleum
- ✓ No animal bi-products
- ✓ Not tested on animals

You may want to stock up now ...
Last summer Shaklee sold out of this very excellent sun protection product. It absorbs readily so greasy residue on skin ... Or in the swimming pool!



This is why I trust Shaklee ...
Always safe,
Always secure

Shaklee's Sunscreen SPF 30 is a unique blend of natural and synthetic ingredients. It is a true sunscreen, not just a cosmetic product. It is a true sunscreen, not just a cosmetic product. It is a true sunscreen, not just a cosmetic product.

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Like



Comment

Share Stories: Testimonials

Customers Tag you in their testimonials



Chrystal Hubbard ► Hubbard Health & Wellness

March 16 · Arnold · 📍

Check out **Kelly**'s lab results!! These are just after 2 months on Shaklee's products!!!

"Hey, girlie. I have test results:

Glucose: fasting rate down from 110 to 85. Normal.

AST liver: down from 77 to 24. Normal.

ALT liver: down from 160 (more than three times highest normal) to 66. Normal.

HDL (good cholesterol): no change. Normal.
(Important to note anytime I lower my cholesterol, the good cholesterol usually gets too low--not this time!)

Triglycerides: down from 350 to 169. Still high, but almost there (should be under 150)!

LDL: down from 210 to 172. Still high, but...Wow!

Total cholesterol: down from 321 to 247 (should be no higher than 200). Still high, but...Wow wow wow.

All this since Jan. 4 with an imperfect diet and no exercise. Shaklee gets the credit! 🥰" — with **Kelly Gentry Reed**.



Bethany Banister

May 5 at 6:07pm

Katie Huff Derrico, loving the Basic G cleaner!! I've been cleaning everything I can think of. I've been so scared to spray and clean certain things because of the chemicals coming into contact with my 7 month old, but now I don't have to worry about that!! And I don't have to wait for him to go to sleep to do it (didn't want him around it before). Plus I feel like I'm killing more germs now. And best of all, it doesn't have that nasty smell that most "green" cleaners have!

👍 Like

💬 Comment

👤 You, Lauren Breeden, Katie Huff Derrico and 3 others

✓ Seen by 70

View 1 more comment



Heather Mistele I can't agree more! I have purchased the basic H about a month ago and am in awe of how good it actually works. None of my other household cleaners, green or chemical work as well. Seriously this stuff is liquid gold!

Like · Reply · May 5 at 10:46pm

Kelly started 2-3 Life Shakes per day as well as Life Strips, Alfalfa and Liver DTX.
She is also down 32 pounds.

katie



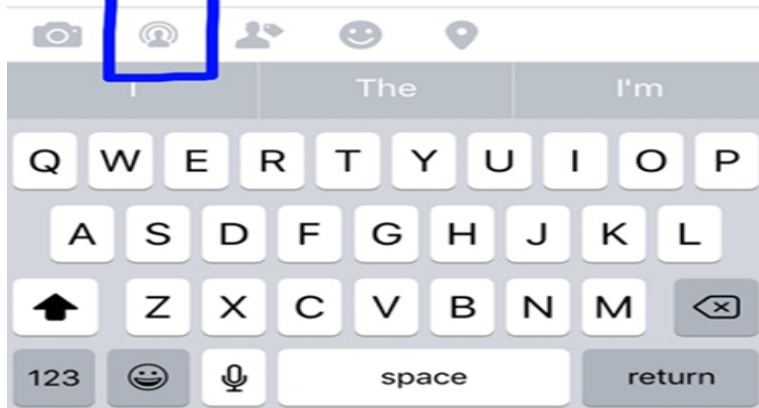
Chrystal Hubbard

Members of Hubbard Health & Wellness

Arnold X

Write something...

Facebook Live



ashley



Ashley Nichole McDonald was live.

April 12 at 1:38 PM · 🌐

W Katie Odom



72

14 Comments 16 Shares 1.6K Views

Like

Comment

Share

News Feed

Requests

Messenger

Notifications

More

What is a story you have?

What is a solution to a problem
you can share?

Allergies?

Energy?

Greater financial freedom?

ashley



Michelle Parrott was live.

May 13 at 1:34pm

How to hack using performance with a water bottle!



109 Views

Like

Comment



Bobbi Hombach, Alyssa Omdal and 9 others

Seen by 133

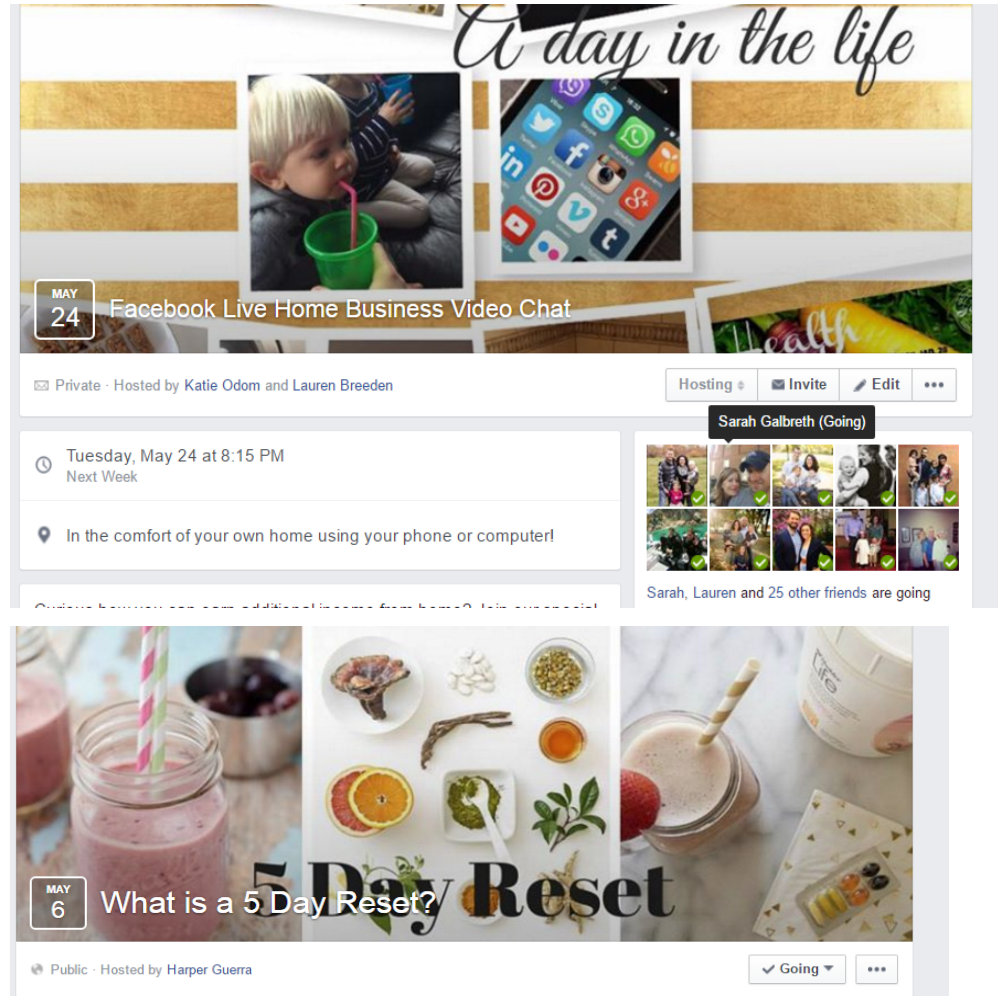
Facebook Live- Sarah Galbreth

- ✔ People see the REAL you- and they see your personality (people relate to this)
- ✔ People support YOU
- ✔ Show who you are
- ✔ Allows people to know you more quickly
- ✔ More personal- genuine (because you can't redo)-authentic
- ✔ Share Shaklee throughout the post-

Facebook Events

- Grand Openings
- Business Chat
- Women & Children's Health
- Say boo to the flu
- Reset
- Offer Prizes for participation

Ashley



Hosting An Event

katie



Host

An in-home or online
party with education
friends & prizes.



Earn

Hostess dollars
& Shaklee products
at *50% off*



Spend

Hostess dollars on *any*
Shaklee Kit or product



Earn hostess dollars at
your online or in-home event
to spend on all your favorite
Shaklee products.

For the hostess dollars
you spend, you get more
of the products you love.

*Always Safe. Always Works.
Always Green.*

If your
event
sales total is:

\$100

\$200

\$300

\$400

\$500

\$600

\$700

\$1,000+

You will
earn Hostess
dollars

{ + }

Earn
full-priced
items
50% off

\$5

\$10

\$15

\$20

\$25

\$30

\$40

\$50

-

-

-

-

1 item

2 items

3 items

Team Pages and Training

ashley

- Utilizing Team pages- recognition, question and answer
- 24-7 Open Resource
- Team Training Live Videos on topics- time management, mindset

katie



Using Face Book Messenger

- Connect and build rapport first
- Ask to chat/get together
- Goal- is to get the conversation OFF of Facebook unto the phone or in person ashley

Word Track for Messenger --Someone you know well

Hey _____. What's your schedule like this week? Let's set up a time to talk / a time to meet –

I have something that I want to share with you / think you need to see.

It's a new business I started / a new project I'm working on.
katie

Indirect Approach for Messenger

- 🌱 Build rapport first.....
- 🌱 Turn towards work – How's work / business?
- 🌱 What are you up to nowadays?
- 🌱 I'm reaching out because I'm currently working on a side project and looking to network with people that I know /
- 🌱 I'd love to share with you what I'm doing and see if you or anyone you know comes to mind that may be able to help.
- 🌱 You free to talk this week? It would be great to catch up either way!

katie

Checking in Through Face Book Messenger

- Hey _____. Long time no talk to! How is everything?
- Build Rapport – couple of messages catching up (not too much / get to the point)
- I was thinking about you and just wanted to check back in and see if the timing was any better for us to possibly revisit the opportunity we spoke about before.
- Things have been going really well / I'm really excited about what's happening / I'd love to update you on what's been going on. katie

SOCIAL MEDIA- Allows us to CONNECT with people BUT take it OFFLINE to invite/present.

Key to our success is to carry the interest from Facebook to the phone or face-to-face

- ✔ Build those relationships!
- ✔ Individual meetings
- ✔ Skype or facetime if distance is an issue
- ✔ Phone call
- ✔ 3-way health consults
- ✔ Follow up often
- ✔ Thank you cards
- ✔ Samples

ashley

Action Steps– Session 6 FB as a Magnet

- Let's familiarize ourselves with all the social media options .. FaceBook events, Face Book posts, Face Book LIVE, FaceBook Messenger
- Team up with 1 or 2 other leaders and create a Face Book event.
- Schedule a Face Book event in the next 2 weeks
- Begin the invitation process 1 week before with posts, individual messaging and phone calls.
- Begin posting in social media 2 times a week.(80% personal. 20% Shaklee)
- Identify 5 people to invite to an event or appointment using Face Book messenger.