

If you ever have audio challenges
during the webinar ..

We don't have an answer for
why that happens, but consensus is:

- just close the webinar
- and log in again
- and then for some reason
all is well!

**CAN
YOU
HEAR
ME
NOW?**

Angie



Crystal Johnson's Son's Health Story

- Crystal's son finished high school with 4.6 GPA, state and regional track & cross-country patches all over his letter jacket.
- Was accepted at his college dream school.
- By May of freshmen year, his college grades were dismally low.
- He finally admitted to being depressed. Days at a time of not leaving his room, no exercising, no supplements, not showing up for classes.
- He didn't want to leave his college, but wasn't happy anymore.
- He started back on his supplements and added a couple more.
- The following year ... Back to all A's, running and going to the gym.

Nutritional Support for Stress, Mood & Depression

- Shaklee Life Energizing Shake
- Vitalizer
- B-Complex
- Stress Relief Complex
- Mood lift
- Vita-D



Crystal

Face Book Post of the Week – from Alyssa Hemmer

Yesterday I posted a picture of me working my Shaklee business in the middle of my home renovation.

Today I had a girl comment on it asking about what I do. I'm sending her some info today and we are setting up a time to meet next week!

A great reminder that people really do see what we post on our Facebook and why incorporating Shaklee into our every day lives can help grow our business!

Alyssa



Raising 3 kids age 4 and under, helping with my husband's landscape business, and renovating our new home keeps me so busy! I'm thankful my health and wellness business doesn't suffer in the midst of all the craziness. I can squeeze it in wherever I need to. Today was follow up with customers in the middle of painting kitchen cabinets!

Shaklee Strategies Forum Fall 2016



Strategies for Sharing Immune Products

October 11, 2016

Our Strategy Team



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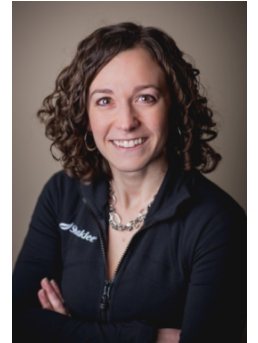
Senior
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Key
Coordinator
Harper
Guerra

Objectives for Strategies Forum Session 7

One Strategy for Sharing Immune Products

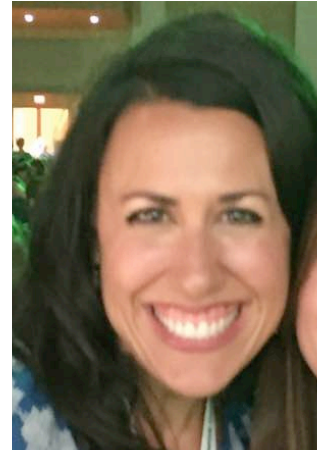
This month, our product collection focuses on the remarkable Shaklee Immune Products .

- Last week, we learned what products are particularly helpful in strengthening our immune systems... and their unique Shaklee benefit.
- This week, we want to give you an example of how to share these remarkable products with others.
- Every month, our goal is to calculate how we can generate new 1000 PV by sharing these collections and marketing ideas.
- Take a look at our MINDSET – how are we doing?



Becky

Senior Coordinator Lauren Breeden
Face Book Event



Using Social Media to Share Immune Products

Tip #1: Collaborate with your team. Genuine testimonies can be shared by your teammates on the FB event and everyone works together to lighten the load and learn from each other.

Tip #2: Focus on activities, not results. Not every Facebook post or event will generate immediate PV. Keep consistently sharing and you will see results.

Tip #3: Share in a variety of ways. Going LIVE, sharing from your heart, product spotlights, personal testimonies, invites to health chats (helps to throw in an incentive with those), and FB events.

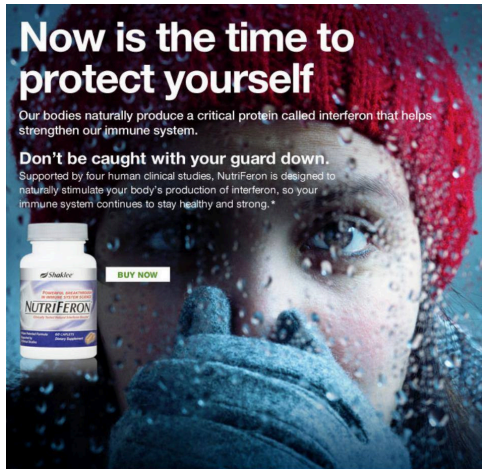
BUILDING A *Shaklee*
Herbal Medicine Cabinet



Lauren

FB Status (invite to event): I used to feel pretty helpless when I would start to get sick, and would have to call in sick or miss out on events. I'm so thankful for how much healthier I am and if I do start to feel that tickle, I know how to fight it naturally and it actually works!!

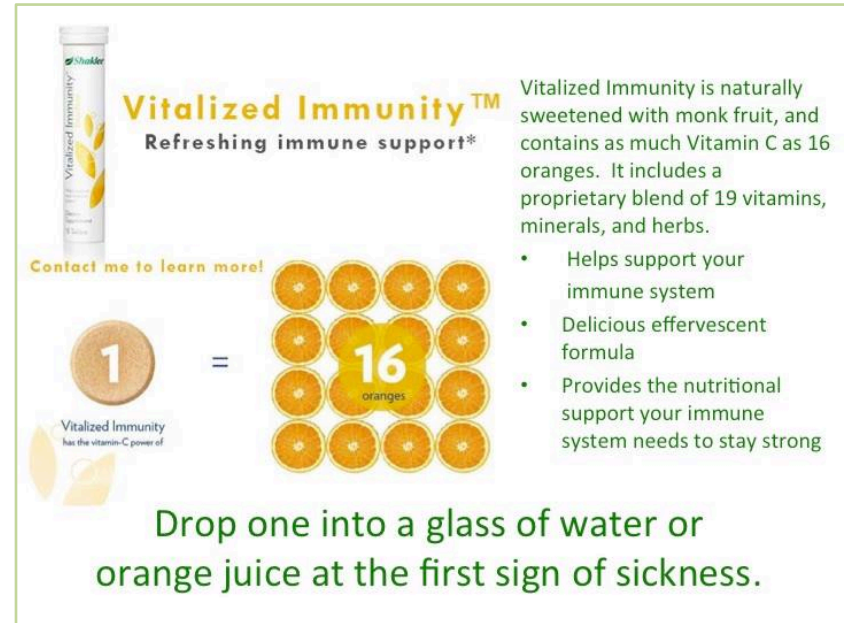
Join me tonight from the comfort of your home and learn ways to build a natural medicine cabinet, so that instead of experiencing nasty side-effects from over the counter medicine, you can experience side-benefits from nourishing your body with safe and natural products. We will be addressing how to help common ailments like coughs, cold and flu, UTIs, digestion, allergies and more. Comment or message me for the invite link!



Lauren

Post 1: COLDS/FLU One of the most common ailments people experience this time of year are colds and flu viruses. They can range from annoying and mild, to knock-you-out, call in sick, visit the doctor, just plain awful. Three products that have shown amazing results with helping to kick these kinds of viruses are:

Vitalized Immunity: drop one tablet into water for a yummy fizzy drink with the vitamin C of 16 oranges, zinc, honeysuckle, and Echinacea; more natural than other brands, naturally sweetened with monk fruit.



The advertisement for Vitalized Immunity features a white tube of the product on the left. To its right, the text "Vitalized Immunity™" is displayed in orange, followed by "Refreshing immune support*" in black. Below this, a visual equation shows a single orange circle with the number "1" inside, followed by an equals sign, and then a cluster of 16 orange circles with the number "16" and the word "oranges" in the center. To the right of this visual is a text block stating: "Vitalized Immunity is naturally sweetened with monk fruit, and contains as much Vitamin C as 16 oranges. It includes a proprietary blend of 19 vitamins, minerals, and herbs." Below this text is a bulleted list of three benefits. At the bottom of the advertisement, a green text box contains the instruction: "Drop one into a glass of water or orange juice at the first sign of sickness."

Vitalized Immunity™
Refreshing immune support*

Contact me to learn more!

1 = 16 oranges

Vitalized Immunity has the vitamin-C power of

Vitalized Immunity is naturally sweetened with monk fruit, and contains as much Vitamin C as 16 oranges. It includes a proprietary blend of 19 vitamins, minerals, and herbs.

- Helps support your immune system
- Delicious effervescent formula
- Provides the nutritional support your immune system needs to stay strong

Drop one into a glass of water or orange juice at the first sign of sickness.

Shaklee Premium Garlic Complex:

Natural decongestant and natural antibiotic.

Shaklee's Garlic Complex has a two-way odor control with a gentle, temperature-controlled drying process and a pleasant blend of spearmint and rosemary extracts to maintain high potency.

Historically, has been used for congestion, asthma, sinusitis and allergies, colds, flu and pneumonia, sore throat and bronchitis.

Has anti-fungal and anti-bacterial properties and is effective against yeast infections (Candida).
Nature's strongest natural antibiotic.



Post 2: NAUSEA/VOMITING/DIARRHEA Let's talk about nausea and vomiting. It happens, and when it does, it's not fun for anyone.

gatheredinthekitchen.myshaklee.com

Children's Health



VS



Maltodextrin, Fructose, Glucose, Citric Acid, Natural Flavors, Opti-Lyte (Sodium Citrate, Tricalcium, Phosphate, Potassium Chloride, Magnesium Carbonate), Colored with Annatto Extract). **No artificial flavors, sweeteners or added preservatives**

Water, Dextrose. Less than 2% of the Following: Citric Acid, Potassium Citrate, Salt, **Artificial Flavor**, Sodium Citrate, **Sucralose, Acesulfame** Potassium, Zinc Gluconate, **Red 40**, and **Blue 1**.



Lindsey shared a story about her son, interesting info about Performance and using Optiflora as well.

Lauren

Post 6: BUG BITES, BURNS, MUSCLE ACHES

We all have various creams and lotions in our medicine cabinet, right?

Here are a few products that we love!

- **Joint and Muscle Pain Relief Cream:** perfect for the athlete and arthritis sufferer. This non-greasy, fast-absorbing, deeply penetrating, topical cream soothes in minutes. Does not have that strong smell! You'll want one for your medicine cabinet, purse, and gym bag. And did I say non-greasy?!
- **Herbal Blend Multi-Purpose Cream:** relief for dry, chapped, rough skin. We use for insect bites! Stops the itch and prevents swelling associated with bites. Its cooling, mentholated, non-greasy formula vanishes as you massage it in. Besides dry skin and bites, it can be used for so many different purposes (hence the name ha!), such as: hemorrhoids, poison ivy, chafing, rashes, athlete's foot, the list goes on...



Matricaria



Sage plant



Coltsfoot



Rest harrow



Horse chestnut



Menthol



Althea



Witch hazel



Horsetail



Yarrow



Rosemary

Dandelion

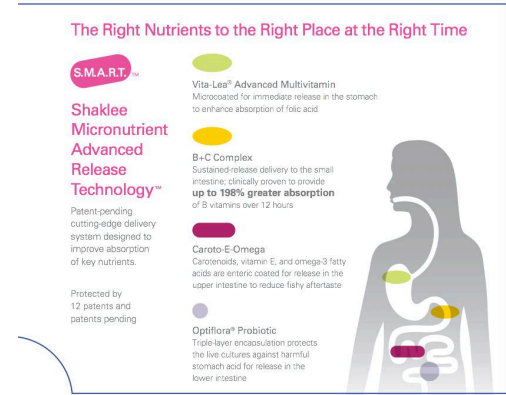


Lauren

Post 10: DAILY PLAN FOR STAYING HEALTHY

It's so important to have a strong and healthy foundation. Shaklee has a wide-range of supplements available to meet the daily needs of men, women & children alike. All of Shaklee's products can be purchased individually, but I want to share with you a few of our Healthy Foundation kits, that are specifically designed to give you the best daily nutrition for your budget! They also come with free membership (\$19.95 value, and membership saves you 15-25% off of products and membership never has to be renewed or have minimum number of purchases to maintain).

-Shaklee Life Plan is the result of the foremost scientific research and decades of studies, designed to bring you the essential nutrients for a healthy life. Combining the Shaklee Life Energizing Shake and the Shaklee Life-Strip, the plan promotes every aspect of your health – with nutrients clinically proven to help provide the foundation for a longer, healthier life. Feel amazing in 30 days with the best, most comprehensive, nutritional system in the world. Guaranteed.



Lauren

Promotional Ideas

Free vitamin D
ORDERS OVER \$75
HOW TO BOOST YOUR
**IMMUNE
SYSTEM**

Free vitalized immunity
Orders over \$100

1 = 16
VITALIZED IMMUNITY HAS THE
VITAMIN-C POWER OF
ORANGES



Improves heart and brain
Strengthens immune system
Enhanced weight loss
Improves sleep



SNAP. POST. TAG

15% OFF

Want the chance to earn a discount on your order?
It's easy! In the month of October:

1. Snap a photo of your FAVORITE Shaklee product.
2. Post it on Facebook, sharing WHY you love it.
3. Tag your Shaklee Distributor.

You'll get the chance to earn distributor pricing for the entire month of NOVEMBER!
2 winners will be announced Monday, OCT.31st!!

HAPPY SHARING!!



Lauren Breeden posted a photo on Instagram.

Oct 5 at 2:47pm • Instagram • 2

I was just live on Facebook talking about this topic. Interested in hearing from two moms talk about the amazing health transformations their previously sick kids experienced? Let me know and I'll send you the number. Just click mute on your phone and listen in tomorrow night. I'll throw in a free vitalized immunity sample in the mail for you too 😊

**NATURAL APPROACHES TO
BOOSTING IMMUNITY**

30 minutes that may impact the
health path of your family!

HEALTH CHAT:
THURSDAY, OCT. 6
@ 8PM CT | 9PM ET



Lauren

PV Collections

Natural Medicine Cabinet Package:

- Nutriferon
- Vitalized immunity
- Defend and resist
- Garlic
- Alfalfa (small)
- Performance (small)
- Multipurpose cream

Total: 114 PV

\$150 (FREE MEMBERSHIP TOO!)



Healthy Foundations:


- Life Plan: 166 PV
 - Vitalizing Plan: 111PV
 - Foundations Regimen: 77PV
 - Essentials Plan: 55PV
- All plans include FREE MEMBERSHIP!



Lauren

Generating 1000 NEW PV

- Choose your activities – Facebook event, In Home Event, 1-on-1 Appts....
- Present information to guests
- Utilize Product Collections
- 20 people ordering 50PV = 1000PV
- 10 people ordering 100PV = 1000PV
- 10 people ordering 50 PV + 5 people ordering 100PV = 1000PV
- Get in front of more people so that you can allow for some who may need to wait to order.



Share Stories

Closing with the Business Opportunity

1. *At an In Home Event:*

- Start and End with **Use, Share, Build**
- Share your own story of your business transformation
- Clearly explain **Share** and **Build** at the close
- Have the Business Opportunity as an option on your Interest Sheets



Closing with the Business Opportunity continued...

2. **At a Facebook Event:**

- End the event with all of the options to respond.

*“So now that you can’t wait to try these products...what’s next? There are 3 ways to participate with Shaklee. When using the products, people **USE** them and love them. It is about redirecting your spending. Instead of going to the grocery store, health food store or drug store, you can purchase through Shaklee and get higher quality, guaranteed products. If you like a movie or a new restaurant, you usually tell people about it, right? That is how we **SHARE** Shaklee! We have people that get their products free every month just for sharing Shaklee. Then we have others who choose to **BUILD** a business because they want to earn extra income, part-time income or have a meaningful career. So, we work together to build teams all across the U.S. and in several other countries.”*

- In the lead up and close, share a Shaklee Effect video that focuses on the Opportunity.
- End with a LIVE video briefly sharing your business story.
- Don’t be discouraged if that post isn’t liked or commented on. You are planting a seed.



Closing with the Business Opportunity Continued...

3. ***With a 1-on-1 Appointment:***

- Be mindful of a discussion about “cost” or “I wish I could afford it all”
- If they mention things about their current job or needs that make it a fit. (Listening)
- Be patient if the business doesn’t come up in the first conversations. Don’t push it. If you are serving them with a health issue, be their advocate there. Then use the New Member appointment to share about the Business Opportunity.

(See webinar – “Role of the Leader in Serving our Customers” Fall 2015)



Being a Resource

- Offering health information outside of Shaklee products (nutrition, exercise, etc...)
- Making yourself a resource on social media (posting links, recipes, etc...)
- Who is your ideal person to join you? Do they know a lot about health? Do they exercise? Become that person. Take care of you.



**RECIPE FOR
SUCCESS:
HEAT UP AN IDEA
TAKE ACTION
MIX IT UP WITH
PASSION AND BELIEF
THEN ADD A DASH
OF PERSISTENCE**



YOUR LIFE

— IS A REFLECTION —

OF YOUR THOUGHTS.

— If you change your
thinking, —

YOU CHANGE YOUR LIFE.

Mindset Over Matter



- Not just about knowing important facts about products but even more important how you think and what you believe.
- How you think: Consider how you need to grow in your mindset and in your methodology.
- What you believe: What do you believe about the opportunity to change people's lives?

Mindset Over Matter

How You Think

- KNOW where you need to grow & what you need to learn
- Courage: Have the courage to share the possibilities because your mind is focused on THEM.
- “Fears disappear when you come to a place of service.”
- Have the courage to envision the possibilities



Mindset Over Matter

What You Believe

Confidence:



- In yourself
- In network marketing and the opportunity
- In Shaklee (the products, the science, the company)
- And the confidence to accept the no and move on.

Comparison is the thief of joy, but it's also the thief of confidence.

Mindset Over Matter

Take care of your heart and your attitude—they will direct your business.

Podcast Resources:

- EntreLeadership #157
- Your Virtual Upline #37
- Michael Hyatt “This is Your Life” (most episodes)
- Network Marketing Pro: Margie Aliprandi



Harper

Action Steps for Session 7

- Use this Immune information to set up activities – In Home Event, Facebook event, Zoom meetings, 1-on-1 appointments...
- Set your goal for how much NEW PV, you would like to generate. Do the math so you know how many people you need to talk to this month.
- Practice your close with a business invitation.
- Really take a look at your thinking... Is it healthy and growing? Do you need help to grow your thinking? Utilize the resources that Harper mentioned today.

TAKE  ACTION

October Strategy Forum Schedule

Tuesday Oct 18 – 5 Day Reset and Discover Shaklee outlines

Tuesday Oct 25 – The Rise of the Entrepreneur

Tuesday Nov -- Product Spotlight – Healthy Digestion Collection



Shaklee Video & Audio Archives

This webinar is archived on BetterFutureStartsToday.net



5 Personalized Websites Included

www.BetterHealthIn31Days.com

www.BetterFutureStartsToday.com

www.BetterFutureStartsToday.net

www.FeelBetterIn30Days.com

www.OurQuestForHealth.com

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Jean Zbinden

Why Not You? Why Not Now? An opportunity for freedom, community and purpose.

August 26 ·