

Shaklee November Specials

NOVEMBER FOCUS on Immune Health

Shakleekids Power Pack – 11/2 – 11/30

- Buy Incredivites®, Mighty Smart® Choice + Chewable Vita-C® together (using the special item code) and get \$10 off
- MP \$80.05 | PV 53.88
- Item Code #89423 – English | #89424 - Spanish

Every day, kids are off to use their powers for good. Bring out the best in your lil' superhero with Incredivites® and Mighty Smart® Choice, kids' supplements packed with super-safe ingredients.



Incredivites®
Comprehensive multivitamin for kids
#20002

- Loaded with 25 essential vitamins and minerals for healthy development!
- 100% Daily Value of all 8 B vitamins
- Provides calcium and vitamin D, crucial bone-building nutrients!
- All-natural (and yummy!) flavors of tropical punch, grape, and berry

Mighty Smart® Choice
Natural, ultra-pure DHA
#20006

- 100% natural, ultra-pure DHA, one of the most important omega-3 fatty acids found in the brain and eyes
- No yucky fatty taste
- Supports eye function!
- 100% organic

Becky

November Focus on Immune Health

Immune Power Pack – 11/2 – 11/30

- Buy Nutriferon® and Vitalized Immunity™ together (using the special item code) and get Defend & Resist Complex for \$5
- MP \$66.20 | PV 50.34
- Item Code #89425



Becky



Every day kids are off to use their powers for good. *Bring out the best in your kid's superhero with Incredible! and Mighty Smart! Chews.* Kids' supplements packed with super-safe ingredients.

Incredible!
 Incredible! is a natural, whole-food-based, multi-vitamin and mineral supplement that helps support your child's immune system, energy, and overall health. It's made with natural ingredients and is safe for all ages.

Mighty Smart! Chews
 Mighty Smart! Chews are a natural, whole-food-based, multi-vitamin and mineral supplement that helps support your child's brain, memory, and overall health. It's made with natural ingredients and is safe for all ages.

THE SHAKLEE DIFFERENCE
 The power of nature, supported by science. Shaklee's commitment to quality, purity, and safety is what sets us apart from the rest.

Shaklee Kids' Chews
 Shaklee Kids' Chews are a natural, whole-food-based, multi-vitamin and mineral supplement that helps support your child's immune system, energy, and overall health. It's made with natural ingredients and is safe for all ages.

Shaklee Kids' Chews
 Shaklee Kids' Chews are a natural, whole-food-based, multi-vitamin and mineral supplement that helps support your child's immune system, energy, and overall health. It's made with natural ingredients and is safe for all ages.

Super Kids, Super Parents
 Giving your kids the best supplements helps meet the challenge of providing the daily nutrition they need. But don't forget the rest of the story.

Make Healthful Food Choices

Super Choices
 These are the good choices that help your child's body.

Super Foods
 Superfoods are different kinds of foods that have special health benefits.

Super Kids' Chews
 Super Kids' Chews are a natural, whole-food-based, multi-vitamin and mineral supplement that helps support your child's immune system, energy, and overall health. It's made with natural ingredients and is safe for all ages.

Super Kids' Chews
 Super Kids' Chews are a natural, whole-food-based, multi-vitamin and mineral supplement that helps support your child's immune system, energy, and overall health. It's made with natural ingredients and is safe for all ages.

Stay Active
 Kids should get at least one hour of physical activity a day. Day, recess, basketball, and riding bikes are all good options.

Get Great Sleep
 Kids should get at least 9-12 hours of sleep a night.

Fun with Nutrition

Our Shaklee Kids are superheroes in disguise! And we've created this page for you to show your superhero team power. Find the hidden (delicious!) words in the Word Search puzzle. Solve the "word scramble" challenge play-by-play too, or just color the Shaklee Kids. *Now go have some fun!*

Scramble

COLCROB BACBET

PEAR BEAP

Word Search

E	T	I	T	S	P	E	H
S	I	T	O	S	M	A	T
V	A	B	E	T	O	E	I
T	J	O	B	N	E	T	I
Z	H	M	E	T	I	S	A
S	I	P	H	S	L	O	S
I	T	S	O	S	T	A	M
S	A	R	H	E	N	O	T
N	H	I	T	E	T	H	E
I	T	E	R	S	O	M	E
O	M	E	L	E	S	I	P
I	T	H	A	C	E	S	I
N	I	S	T	L	E	S	I
N	E	M	E	L	E	S	I
N	E	M	E	L	E	S	I

NAME: _____ AGE: _____

DATE: _____ GRADE: _____

CLASS: _____

Color Me

Special Promo Pack Goals



Increditives, Mighty Smarts and Chewable C
Regular Price (MP): \$80.05 / Regular PV: 53.88
Discounted Price (MP) \$70.05 / SAME PV!!

10 Shaklee Superkid Packs – 538.8 PV!
5 Shaklee Superkids Packs – 269.4 PV!



Nutriferon, Vitalized Immunity and Defend & Resist
Regular Price (MP): \$78.50 / Regular PV: 59.80
Discounted Price (MP): \$66.20 / 50.34

10 Immunity Packs – 503.4 PV!
5 Immunity Packs – 251.7 PV!

Becky

Angie's Personal Goal:

10 Kids Packs: ☐☐☐☐☐☐☐☐☐☐

5 Immunity Packs:

☐☐☐☐☐☐

WHEN I reach my goal – I'll have 790.5 PV, much of it new PV because people are trying new products and I'm able to reach out to new people with these specials.

BONUS: I didn't have to pay to run these specials!!!

Ideas for Sharing Margaret Trost business story video

This video was originally intended for a small group of people at a Shaklee Facebook event, but that it's been scooped up and spread far and wide because of its inspiring message.

Ways you can use this video:

- Share with a friend to see one of the women in our Shaklee group and may be interested in Margaret's work in Haiti/how she was able to create a not-for-profit organization because she had the income from her Shaklee business.
- Share with a friend to hear from a 3rd party why Shaklee products are so great... or why so many people are exploring a Shaklee business...
- Share with a friend to show them a powerful story of why you have started your Shaklee business.
- Share with prospects, customers, people you have approached in the past and many others who haven't been approached...
- Share this video as part of a Learn & Earn Program or a business "evaluation".





Holiday Market (Vendor Facebook Event) Susan Knott



With the holiday season upon us, is anyone feeling a little stressed about their shopping list?

I have put together a Facebook Holiday Market (private group) with six vendors to solve that problem and to shorten your to-do list!

- No more waiting in long lines!
- No more searching for the perfect gift!
- Shop from the comfort of your own home!
- Gifts for all ages!
- Products shipped directly to your door!

Details of the Group

A convenient one-stop shop for those who don't have the time (or energy) to search for the perfect Christmas gifts.
No waiting in lines, or skipping your lunch hour to shop.
Six companies represented to give you a variety of ideas for all ages, and for that person who has everything!
Stop by everyday to see some new product ideas.
Exclusive deals for our guests!



Welcome Post pinned to the top

Welcome! We are so excited to provide this shopping experience for you!
Comments and Questions are encouraged!
The Vendors are Shaklee, Wildtree, Stella & Dot, Wineshop at home, Usborne Books, Thirtyone Gifts

Holiday Market Vendor Guidelines

I will be marketing this as a one-stop shop where there will be specific deals and specials only available to guests in the Holiday Market group! I will also create a graphic for all of us to use on our personal Facebook pages, but recommend you also use it in other customer groups, Instagrams, or texts/emails to friends.

We all need to promote the group and invite our friends- this will be most beneficial to both you and your fellow vendors.

Guidelines

1. Each vendor is allowed one post a day. **You** can choose not to post everyday if you prefer or don't have time, but please honor the one post maximum! So we don't all post at the same time, I am creating a schedule where each vendor will be assigned a couple hours where we can post within that time frame. This will also help each post to get its own personal attention from the guests.

2. In order to show respect and support for each other's businesses, all participants are expected to comment and/or like the other vendors' posts. This will also encourage our guests to like, comment, or ask questions. **Please comment on at least two posts per day and "like" the rest of the posts.** Even if you have never used a particular vendor's product, you can still make a positive comment about the product, the deal they're offering or potential gift recipients this holiday season.



Holiday Market Vendor Guidelines continued...

3. You can have a special/deal as many times as you'd like to offer, but you must offer at least a minimum of one special that is only for this Holiday Market so we all stand in integrity with the marketing of the group.
4. Please keep in mind that this is not a place to recruit the guests to join your business. That is appropriate in your own member groups or business pages, but the Holiday Market group is solely for shopping convenience for our guests. (Of course, if one of the guests reaches out to you inquiring about your business, then that's a different story).



Holiday Market Vendor Posting Schedule

The two posting periods are 7am to 2pm and 2pm to 9pm.

Three vendors will be scheduled for the two slots to help space out our posts and create a steady simple flow for our guests.

Please be thoughtful when posting. If another vendor posted five minutes earlier, wait at least a half hour before you post in order to make sure everyone's posts are seen by the guests.

We can alternate the schedule the start of every week so that everyone's posts have exposure to the different times of the day.

Use the Facebook group message thread to communicate if you need to swap your posting time for the week, or if there is ever a day that you can't post in your scheduled time period. I'm sure we can help each other out! 😊



Shaklee Strategies Forum #12

Fall 2016



New Directors Take Off Plan
November 15

Our Strategy Team



Master
Coordinator
Barb Lagoni



Coordinator
Jean Zbinden



Senior Director
Angie Thomas



Senior Coordinator
Becky Choate



Director
Francine Roling



Executive Coordinator
Kristen Jakubowski

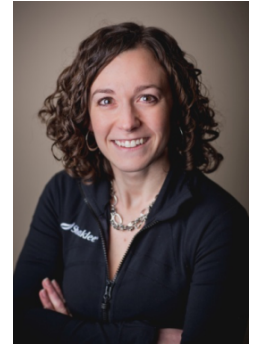
KEY!
Coordinator
Katie Odom



Senior
Executive
Coordinator
Ashley
McDonald



Senior! Key
Coordinator
Harper
Guerra



Francine

Congratulations!
You are now a DIRECTOR!
You are a BUSINESS LEADER!



Harper

Objectives

- To give you an outline of the new benefits of being a Director
- To give you the tools to reach the next goals like New Directors Conference and Senior Director (to qualify you for Shaklee Bonus Car payment!).
- To begin working on the mindset of a leader.
- To give you tips for navigating the inevitable challenges
- And tangible next steps as you begin your exciting, rewarding and inspiring Shaklee journey.

The Shaklee logo, featuring a stylized green leaf icon to the left of the word "Shaklee" in a green, sans-serif font.

Harper

Before We Proceed, Let's First Review...

Before we move forward, let's make sure we have covered the bases.

- Eight Weeks to Director (BetterFutureStartsToday.com _____)
- Shaklee University
- New Member Appointments (see Addendum)
- Business cards
- Understand the compensation plan at least up to Coordinator

These are important for your foundation and also your leadership moving forward to duplicate yourself.



Katie

Great New Benefits

- A/R \$500
- Price Differential
- Gift Fulfillment
- Power Bonus
(restarts every time we advance in rank.. For 3 months, every 15 sponsoring points earns \$150 !)

The screenshot shows the 'MY BUSINESS' section of the Shaklee website. The navigation bar includes 'HOME', 'MY BUSINESS' (selected), 'SHOPPING', and 'MY 180'. On the right, there are links for 'Quickshop', 'About Shaklee', and 'Shaklee'. The main content area is divided into four columns: 'Grow Your Business', 'My Events', 'Contact Tools', and 'Social Media'. Each column contains several links to various business tools and resources. A 'Sponsor Someone' button is located at the bottom left of the main content area. At the bottom of the page, there are two banners: 'NEW TOOLS' with links to 'Products, Sales Tools, and Event Invitation Resources' and 'Looking for the latest news? Head to the News & Events site.'.

Grow Your Business	My Events	Contact Tools	Social Media
My Business Dashboard > Watch and Grow Your Business	Datebook > New Event or Reminder View My Datebook	Contacts > New Contact Import Contacts	Using Social Media > Tips & Tricks
Trackers & Incentives > FastTRACK Recognition Dream Power Bonus	E-invites > New E-invites Manage & Track E-invites Schedule a 180 Turnaround Party	Emails & Campaigns > New Email Track Emails New Campaign Track Campaigns	Training Shaklee University All Library Tools > SIWP Tools 180 Business Tools Business Resources
Reports > Detailed Tracking of Your Business		Marketing Tools > My Websites IMN Newsletters Order Business Cards Gift Fulfillment Catalog Widget Meet FM Lead Capture Widget	

[Sponsor Someone](#)

NEW TOOLS
Products, Sales Tools, and Event Invitation Resources
[lee.com/us/en/business_summary.html](#)

Looking for the latest news?
Head to the News & Events site.

Get the latest in important business and product information:

Kristen

Create a New Dream Board or Goal Sheet

- Every time you reach a new goal, remember to update your goals and reconsider your dreams!
- You may be able to move up your target dates for future goals
- And you may find that your vision for what is possible with Shaklee will expand.



Kristen

New Directors Conference and Car Bonus

To QUALIFY FOR NDC:

Accumulate 18,000 CV (car volume) over 6 months in first year of becoming a Director—so an average of 3000 CV/mo.

- Why Car Volume for NDC? Car Volume includes PV from Directors you may have developed . Shaklee wants to encourage you to help others!

To QUALIFY FOR CAR BONUS –

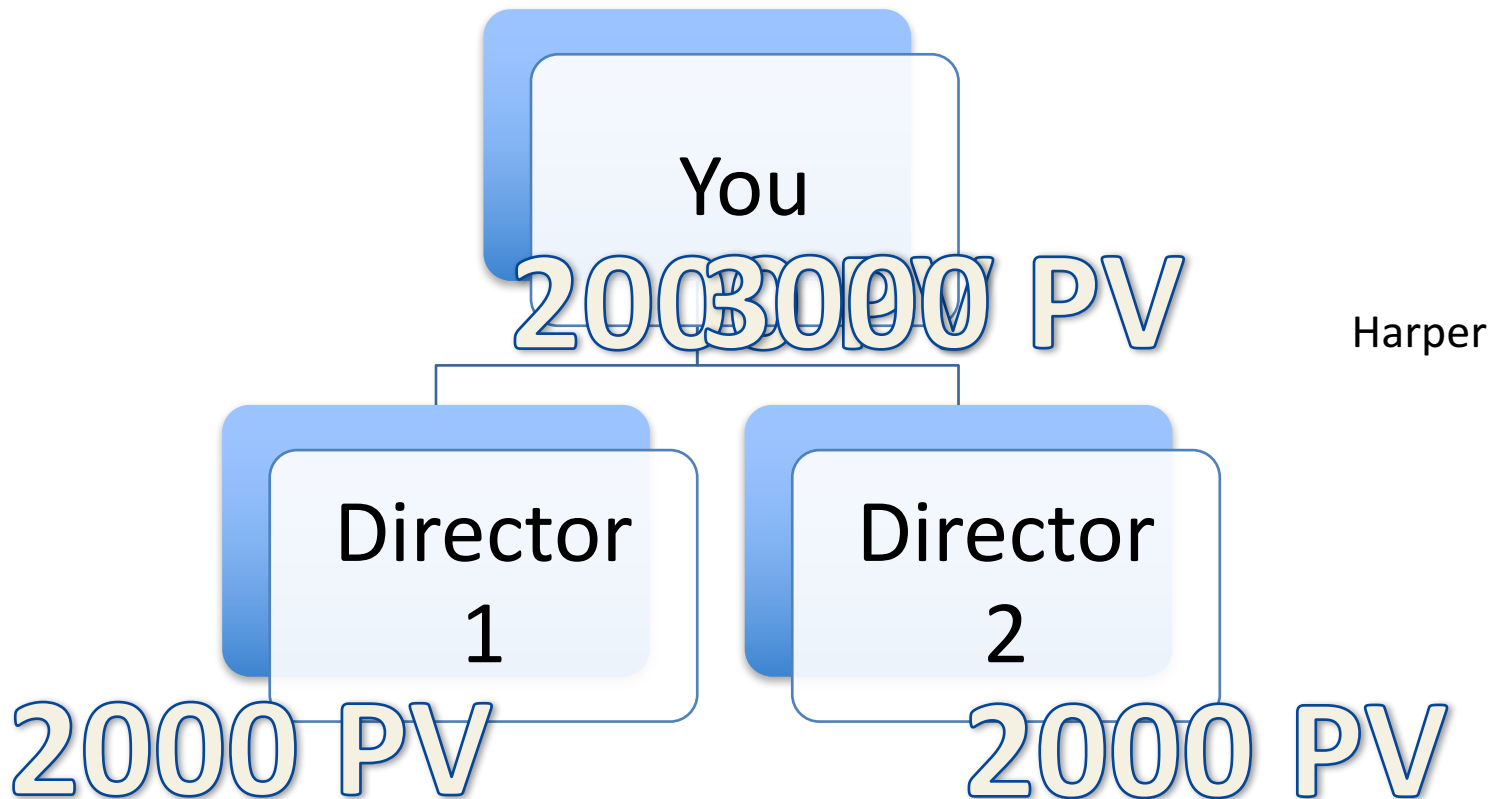
Become a Senior Director with 3000 PGV .

- Senior Director: Appoint a Director
- Car Bonus: 5000 CV – which means 2000 PV from any Director plus your own.

Harper



Understanding Car Volume



Director is not an Island

- You are still in business FOR yourself but not BY yourself
- Stay in close contact with your upline
 - The compensation plan rewards your upline to help you grow!
 - No one is expected to know everything
(Leaders are continual learners)
 - Continue conference calls, etc.
- Don't reinvent any wheels (plug into existing programs, FB events, etc)
 - Member page, team page, etc
 - Be mindful that what you do .. becomes a model for your leaders

This is a business of duplication.
- Work Smart—As a team!

 Shaklee

Kristen

What do I DO now?

- Continue to do the things you did to grow to Director. Continue to make lists, invite, follow up and reach out!
- Use the PV plan resources from Shaklee University to plan your month or see 100 Days to Amazing Creating PV Plan
- Create systems for your growing business—What do you do with new members? What do you do with new builders? What is your follow up system?
- Follow Up! You are a Director because you created a great base of customers and builders! Determine how you will service them and keep them informed and connected.
- Continue to learn about the products, company, compensation, etc, but stay balanced between learning and doing (continue plenty of IPAs (Income Producing Activities)

 Shaklee

Katie

How Do I...? Quick tips

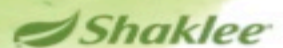
- Share the Business:
 - Listen to others share
 - Practice
 - See archived business webinars (see Addendum)
- Obtain Referrals:
 - Service your customers well
 - Ask for them (May I ask, who do you know who _____ ? also has allergies, or digestive issues or energy issues, or are concerned about their weight?)
- Maintain 2000 PGV and grow to 3000 PGV
 - Create a plan –
 - Do the work



Katie

How Do I...? Quick tips

- Manage My Time:
 - Everyone does this differently, so ask for advice
 - Listen to the webinar on time management (see Addendum)
 - Prioritize what matters
- Develop Leaders:
 - Grow as a leader yourself
 - Be coachable ... open to learning from others
 - John Maxwell – leaders develop leaders



Facing Challenges

- How to generate PV at the end of the month
 1. Start planning and building PV at the beginning of the month.
 2. It is NOT the end of the month... until the last day of the month.
 3. Learn to close (see 8 Weeks To Director on Inviting and Closing #4 plus others in Addendum)
 4. Share your goals with your customers and offer special deals to specific people.
- When you feel you have reached out to all your friends:
 1. Create systems and rewards to meet the friends of your customers
 2. Consider your other circles of influence
 3. Use Facebook/Social media to connect with people from other seasons of life
 4. Get out of your comfort zone
 5. Make new friends (for the sake of new friends)



Kristen

Facing Challenges

- What to do when you feel stuck:
 1. Reach out to your upline or other leader for help
 2. Skill Up (When you get stopped, it just means you have reached a time to learn more skills)
 3. Step out of your comfort zone (that's where all the fun is .. And the growth)
 4. JUST KEEP DOING THE NEXT RIGHT THING
- How to face discouragement:
 1. Listen to a podcast/call your upline (not your downline)
 2. Focus on the positives, the possibilities and the passion
 3. "Leadership is forged in the flame of challenge."
 4. Everything worthwhile is uphill (John Maxwell)
 5. Ask yourself – what lesson am I learning here?



Kristen

Mindset and Growth

- Invest time in Personal Development
 - See New Directors Resources Sheet for podcasts, books, etc.
- Commit to Strategy Forum (weekly training webinars archived at BetterFutureStartsToday.com _____)
- Commit to Events for community and growth
- Why Are These Important? Because they give you the tools you need to succeed!



Other Professional Development Resources

- Better Future Starts Today: Journey To Executive Coordinator (Spring 2016), 100 Days to Amazing, see Addendum)
- Matrix 24 training (Charlene Fike)
- <http://presidentialmasterbuilders.com/>



Things to Remember

- Some months are more challenging than others. That's normal—Be ready with a plan (for holidays, for summer, for vacations, etc)
- Focus on activities and not results. Results often come later.
- Welcome the challenges .. That's where we grow.
- Be consistent, DON'T GIVE UP!



Katie

Action Steps

- Make sure you have completed the list on “Before we Proceed, please review .”
- Create your PV Plan (using Shaklee University tools)
- Update your lists (of names) and goals (90-day and long-term)
- Set up a strategy session with your upline to follow up on this webinar—
Prepare to share at least three things that stood out to you
- Schedule time to invest in personal development
- GET READY— this is only the beginning of something amazing!



Kristen

Addendum

From BetterFutureStartsToday.com ---

- 100 Days to Amazing Fall 2015 --#1 – Perseverance – Key Coordinator Margaret Trost
- 100 Days to Amazing #2 – Time
- 100 Days to Amazing # 3 – Art of Closing and Next Steps
- 100 Days to Amazing # 5 – Customer Incentives and Rewards
- 100 Days to Amazing -- Creating 2000 PV Plan
- 100 Days to Amazing # 14 – The Profession of Network Marketing with Presidential Master Coordinator Carolyn Wightman



Addendum 2

- When inviting to learn about benefits of a Shaklee business...
 - 100 Days to Amazing Fall 2015 – #10 The Role of the Leader in Moving People from Interested to Committed
 - Journey to Executive Coordinator –#2 Business Systems for Rank Advancement
 - Strategies Forum #4 Laura Evans Story (Fall 2016)
 - Shaklee.TV and BetterFutureStartsToday.NET _____ for great video stories and presentations
- Business cards – can be ordered from:
 - Vista Print
 - Shaklee Corporation
 - Moo.com



A high-contrast, black and white profile photograph of an elderly man, Dr. Forrest C. Shaklee, wearing glasses. The image is positioned on the left side of the frame, with the man's face partially in shadow.

**"Your future life will be exactly
what you decide to make it."**

— Dr. Forrest C. Shaklee

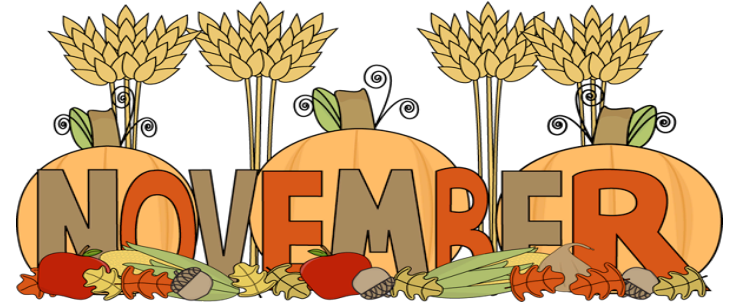
November/December Strategy Forum Schedule

Tuesday Nov 1 --- Shaklee Product Collection for Healthy Digestion

Tuesday Nov 8 – Discover Shaklee Event & Essential Life Principles

Tuesday Nov 15 – New Directors Take Off Plan

BREAK -- Happy Thanksgiving ..
We are thankful for you!



Tuesday December 6 – Shaklee Products for Stress,
Energy and Moods

Tuesday December 13 –Creating Systems is Where It's At
Happy Holidays – We will return in early Jan (see
Learning from the Masters FB for details)

Francine

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

- **Your subscription directly supports maintaining this webinar Room**
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- Automated Learn & Earn Program (included but optional)
- Dedicated Shaklee Business Resource Website
- Dedicated Shaklee Business Presentation Website
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- Video archive of Training webinars
- And much, much more for only \$16.99/month



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