Shaklee Global Conference 2017
August 9 -13, 2017 | Atlanta, GA

Register and pay in monthly installments

francine

POWER UP TO DIRECTOR INCENTIVE
OPEN TO NEW OR RE-QUALIFIED DIRECTORS
MAY 1-JUNE 30, 2017

Power Up to Director Incentive

Promote in May	Maintain in June	Maintain in July	Attend 2017 Global Conference	Total Potential Bonus
Earn $100	Earn $100	Earn $100	We match what you've earned up to $300	$600

Promote in June	Maintain in July	Attend 2017 Global Conference	Total Potential Bonus
Earn $100	Earn $100	We add $200 to what you've earned	$400

May Special: Healthy Women's Pack

- 100 PV … $23 savings (Member Price)
- Comes with a Free Membership
- Can add to an AutoShip
- Available to all members, distributors and associates
- Business Leaders can still order at their price point

angie

YOU

Commit to hosting multiple healthy

Commit to hosting multiple healthy women's health chats (of any size) in the month of May

SHARE 5

Share the May Health Chat with the Promo and generate
2 New Members &
3 Existing Members = 500 PV

total of 500 PV towards your business)

Identify 2 Distributors who want to do the same = 500PV X 2 = 1000PV

1. ..... =500 PV

2. ..... =500 PV

SPONSOR 1

Sponsor at least 1 New Distributor with the $649 Pack = 500PV & $100 Gold Bonus

Do all three: Generate 2,000 PGV

angie

Get your entire team to do this and see how your business grows!

Creating 1000 PV in May --Focus on Women's Health

- **Healthy Women's Pack:** Vitalizer, Life Shake (15 svg), OsteoMatrix (120 tablet) and Stress Relief Complex
  - $140 MP / **117 PV**
- **Women's PMS Pack**: Vitalizer, GLA, OsteoMatrix (120 tablet) and B Complex (120 tablet)
  - $143 MP / **106 PV**
  - (Make this a Menopause Pack by subbing Menopause Balance Complex and Life Shake (15 svg) for GLA and B Complex: $165 MP / 116 PV)
- **Happy Women's Pack**: Vita Lea with Iron (120 tablet), B Complex (120 tablet) and Stress Relief Complex
  - $72 MP / **56 PV** angie

Healthy Women's Pack includes:

- Vitalizer (30 servings) – Choice of Women's, Men's or Gold
- Life Shake (15 serving canister) – Choice of flavors
- Osteomatrix (30 servings)
- Stress Relief Complex (30 servings)

becky

Healthy Women's Pack

Women's Health Promo

- Healthy Woman's Pack for $140 ($23 Savings off Member price and $50 savings off Retail) & 100PV
- Special Item #89437
- Kit can be customized for type of Vitalizer and flavor of Life Shake
- Eligible on orders placed through MyShaklee.com and mobile.
- Includes join orders on PWS.
- Free Membership with purchase

becky

- Offer includes online AutoShip orders, including a new join order that begins as an Autoship.
- This offer does not apply to orders placed through the Call Center or SBOSS7
- All members, distributors and associates are eligible for this discount

Women's Health Focus

Healthy Women's Pack= 117 PV

PMS/ Mood Swing Pack	
Vita Lea Sm	17 PV
B-complex Sm	16 PV
GLA	21PV
Total	**56 PV**

Is it Hot in Here Pack	
Vita Lea Sm	17PV
B-complex Sm	16PV
Menopause Balance	19PV
Total	**54PV**

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1000 PV Plan for May– Women's Health Focus

Healthy Women's Pack 117 PV
(Vitalizer, Life Shake, Osteomatrix, Stress Relief Complex)

Mood Swings Pack 56 PV
(Vita Lea, B-complex, GLA)

Is It Hot in Here Pack 54PV
(Vita Lea, B-complex, Menopause Balance complex)

10 Healthy Women's Pack = **1170 NEW PV**

7 Healthy Women's Pack + 5 Mood Swings Pack = **1099 NEW PV**

10 Healthy Women's Pack + 5 Is It Hot In Here Pack = **1440 NEW PV**

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Shaklee Strategies Forum 2017
Ideas to help us grow our businesses and ourselves

Session 6 May 2, 2017 --
Keys to Coaching

Coaching Leaders to the Top

Our Strategy Forum Team

Spring 2017 Keys to Coaching

Master Coordinator
Barb Lagoni

Senior Coordinator
Becky Choate

Key Coordinator
Margaret Trost

Key Coordinator
Lisa Anderson

Senior Director
Angie Thomas

Director
Francine Roling

Objectives Spring 2017 –Keys to Coaching

As we challenge ourselves this year to reach higher and think bigger, we want to learn the skills essential for developing a strong dynamic organization of leaders .

The 2 most critical skills are:

1. Identifying and ATTRACTING business partners --- Understanding the leaders we will want to become in order to attract well-qualified leaders.
2. To learn how to coach, guide, and mentor our teams to help them grow as people even as they grow their businesses. becky

So in this series on Keys to Coaching, we are making a study of people .. starting with ourselves .. and Leadership .. and the art of Coaching.

Objectives for Session #6 – Inside the Coaching Conversation

- Today we discuss concepts and skills to help us coach our growing business leaders through the inevitable challenges they will face in developing their Shaklee businesses.
- We will review general principles of coaching, clarify our role in 4 different coaching situations to avoid falling into a " boss" mentality ..
- It's our job to help them determine where to put their time, how to discern who to work with first, to brain-storm with them ways to reach new people, to motivate and inspire others to action, etc.
- And know when to steer our builders to resources to help them be more effective in their communication and people skills. becky

Shaklee

4 Roles of the Leader (& Coach)
Joel Barker

- To set the vision
- To enroll others in the vision and assemble the team
- To empower the team
- To create and sustain momentum

barb

General Principles of Coaching

- To help them determine their goals ..
- To understand their strengths and limitations
  (time, distractions, confidence)
- To help them create an action plan that will fit their schedule
- To identify skills they may want to develop and resources to help them (inviting, presenting, following up , creating a business system, communication skills, etc)
- To help guide their thinking to see possibilities (you will see possibilities before they can .. Paint the picture so they can see themselves in it)
- To affirm, acknowledge, encourage, inspire.
- To always close with an action step…..

margaret

Be sure they are feeling validated, excited, appreciated and generally lifted up as a result of your conversation

Your Relationship with Your Builders

Not a boss
Not a teacher .. With assignments
Not a parent

Rather … a business associate
a business partner
a friend, a guide, a mentor

The Role of A Mentor

- To see the talents and abilities that lie within their leaders, and reflects those back so they can see them.
- To build confidence
- To believe in them – You will believe in them before they can believe in themselves. margaret

When To Text.. When to Talk

margaret

When to Text

- Information
- Reminders for events, calls, etc
- Social conversation
- Problem with texting … you cannot hear the intonation and spirit of intent behind the written words.

Ex. “Thanks a lot”

When to TALK

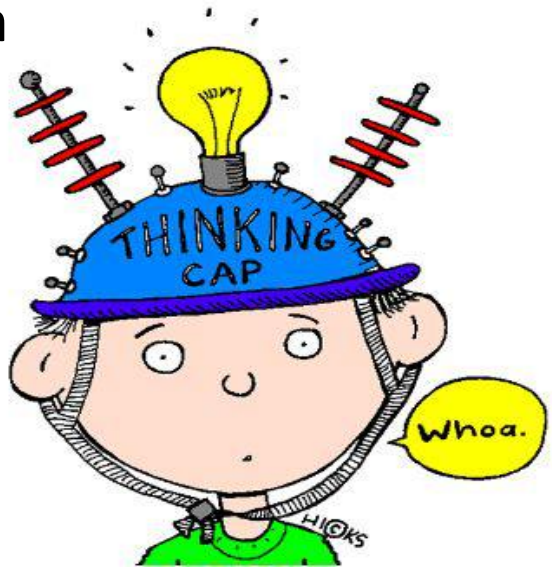
- Relationships are built in live conversation
- Stories can be shared..
  Too long to type in a text
- Feelings can be shared and received
- Can clarify needs, feelings
- Take conversation off-line with

“I think I have some information that may be helpful. Let’s chat.”

“ You cannot form trust from technology..
Nothing replaces human contact ..” Simon Sinek

4 Different Types of Coaching Sessions

1. To determine who is ready to grow
2. To get a distributor started – create the initial game plan
3. To have on-going strategy sessions and plan for the week/ month and quarter
4. Trouble shooting/ problem solving, navigating challenges **–** angie



#1 --Determining Who is Ready To Grow

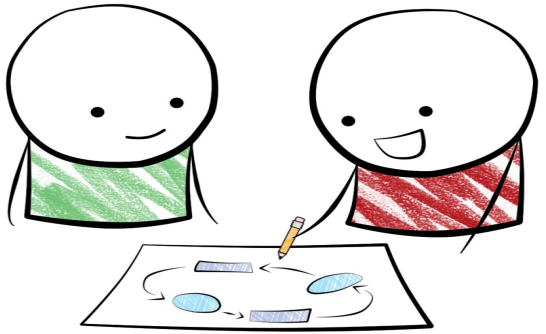
In order to know with whom to put our time,

- We will want to determine if they are a red light or green light
- We ask them.
- And we watch what they do .. Not just what they say (People pleasers)
- Because we are so eager to find a business partner, sometimes **we wait** for them… or push them .. Or pull them… keep prospecting in the meantime.
- It is best to ask them if they are ready… and if not… let them know your door is always open.. And you will check back in a few months.
- Phil – ex … guiding people through the forest angie
- When we check in, find out where they are in their life, and then share your goal (to Cabo…) and invite them to come along.

#2 Getting Them Started (or Re-started)
Creating the Game Plan

- Assess their current business and life situation or check in with someone already following a plan.
- Identify what they want to achieve next
- Envision them achieving even more than they can see….
  You will see it before they do … (Joel Barker – Create the Vision)
- Ask what they want to learn … to get better at…
- Obstacles? .. Learn to be a problem solver … through inside-out coaching.
  (secret .. Most obstacles are solved by a shift in thinking)
- Brainstorm ideas.. (no distractions)

- Clarify the strategy and guide them to next steps (so we will need to know what is working for others)
- Close with written action plan ang



It's the Coach's Job to Manage Expectations and Prepare Them For What's Ahead

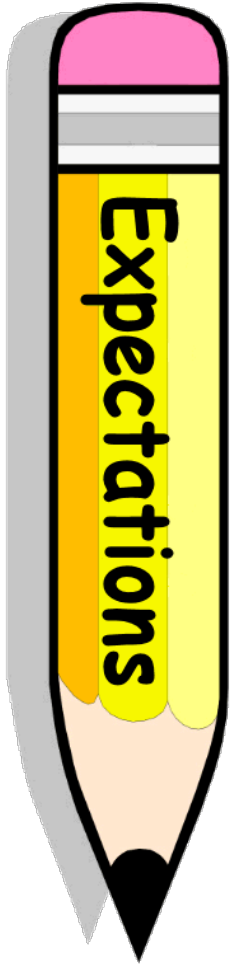
- Show what is possible …

  But manage their expectations or they will quit.
- Set expectations that can be met…
- Example – " We will find 3 key people. I don't know how long that will take . "
- Set them up to win.
- If they think they will make big money fast… you set them up to fail. It is not important to do this fast … Over time , we will find your 3 to 5 key people.
- You can even ask .. " How are you going to handle --- when some of your friends will not be interested… or you host an event and they don't attend, etc .. How are you going deal with that." becky

"Wealth is built over time" .. Victor Barnett.

Setting the Expectations When Starting a Business

- Many people come into our business thinking that it is going to be easy and fast and then they may get discouraged when they aren't reaching the goals as quickly as they wanted. Our business is simple but does take time and effort to learn some new skills. Use the skills you came in with and skill up on ones that are new to you.
- You may be uncomfortable sometimes. When you are learning new skills, it feels uncomfortable. It doesn't mean that the new skill isn't working. It just means that it is "new" to you. Keep practicing that skill – have notes if you need to. You can't change and be comfortable at the same time. So congratulations – you are growing!
- It's our job to listen and educate and their job to decide.
- Be patient: Everything you do today, you will see the results of 60-90 days later.
- Everyone goes on this continuum: Know, then Like, then Trust (for some people, this may happen in a few minutes and others, it may take more time. francine



#3 On-going Coaching
After Learning the Skills – When to Put Into a SYSTEM

- the need for direction continues as they progress. After they learn basic skills, to advance in their business, they will need your help in putting all they have learned into a SYSTEM. Be sure they have a…

  -- a system for meeting new people on a regular basis

  -- a system for introducing members to Shaklee products and business benefits

  -- a system for servicing and educating customers

  -- a system for developing and training new business partners

becky

4th Coaching Situation -- Navigating Challenges

Most situations our business partners will need our help getting through will fall in these 5 categories:

1. Situations that indicate they need more direction. (they need a plan)
2. Situations that indicate they need more skills…
   (in operation & organization of their business, marketing, people skills, time management , social media, invite people to events, creating their business development system, etc)
3. Situation that indicates they are discouraged/ frustrated.
4. Situations that indicate they need more confidence.
5. Situations that indicate they need a shift in thinking. becky

Is it possible to have too much challenge in one day?

Coaching When They are Discouraged/Frustrated … Your Role When Downlines Get Stuck

Step #1 Receive
(let them empty their bucket.. But not forever)

Step #2 “This is normal & together we can handle it”

Step #3 I believe in you
(list what they do well)

Step #4 Preserve, protect and elevate the self-esteem at every opportunity

Step # 5 Brainstorm solutions (
inside out coaching) francine

When a Builder is Discouraged-- continued

- After discussing some ideas .. Ask .. “ how does that feel ?”
- Be careful .. Don’t feed into the frustration .. Encourage, lift them up , tell stories of others ideas that have worked when the chips were down.
- Beware victim mentality. Our job is to EMPOWER leaders .
- Training webinars, podcasts, books, -- keep learning about people skills.

Angie/francine

There are so many people who will tell you that you can’t.
What you want to do is to turn around & say ..
“ Watch me” !

Coaching When They Need More Confidence

- Now we step into the mentoring role .. A mentor sees ability and talents within them and reflects it back to them.
- This is a time for stories of leaders who have encountered similar challenge .. (Which will likely be everyone !)
- Seek ways to publicly acknowledge them .. Face Book Team Page, area meetings, leadership newsletter, speaking on conference calls, etc

barb

You will believe in them before they will believe in themselves.
Learn to honestly convey this.

Coaching When They Need More Skills—
Most coaching will fall into this category

- There are 7 years of archived training webinars (BetterFutureStartsToday.com)
- Our job is to figure out what skills they are ready to learn next .. And direct them to appropriate session.
- Most popular are:

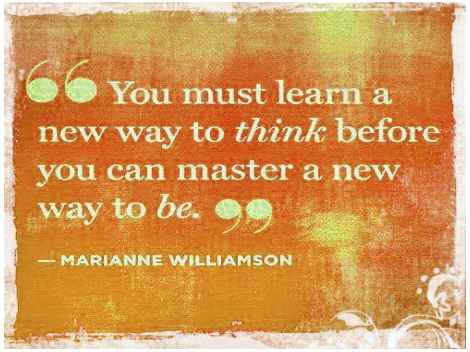
Contacting and Inviting
Following Up and Working Folder
Identifying Business Partners
Presenting
Conversations that Connect
becky

Training is essential . There are skills to learn. Be aware of business partners who are not attending training or events.
It will be very difficult for them to advance. We learn from one another.
Help them make training a priority.

Coaching When a Shift in Thinking is Needed

- Recognize abundance thinking vs limited thinking
- Recognize fears .. Of rejection, of success, of loss of control ,of failure
- Helpful to have information or ideas come from a third party .. A book, a person, training, an experience , etc, so we don't sound like know-it-alls or critics. (see podcasts at end of today's slides)
- Know good resources – Ben Zander The Art of Possibility, John Maxwell, Stephen Covey, etc.. TED Talks (Simon Sinek, etc)

becky



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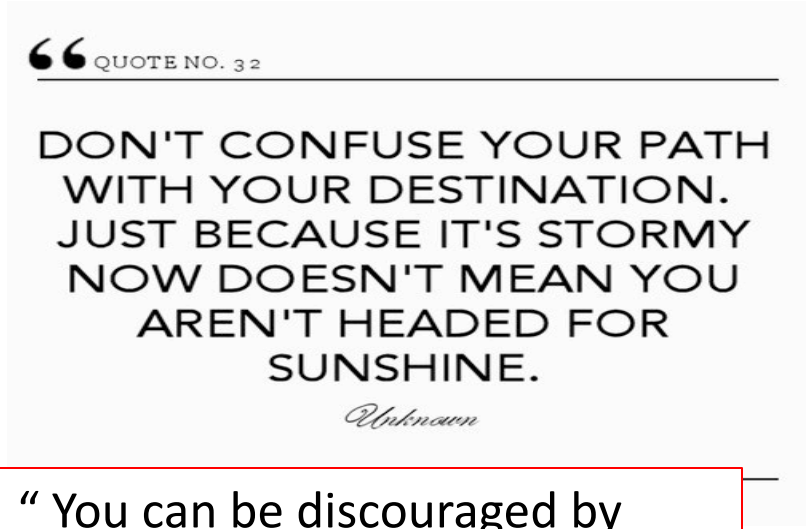
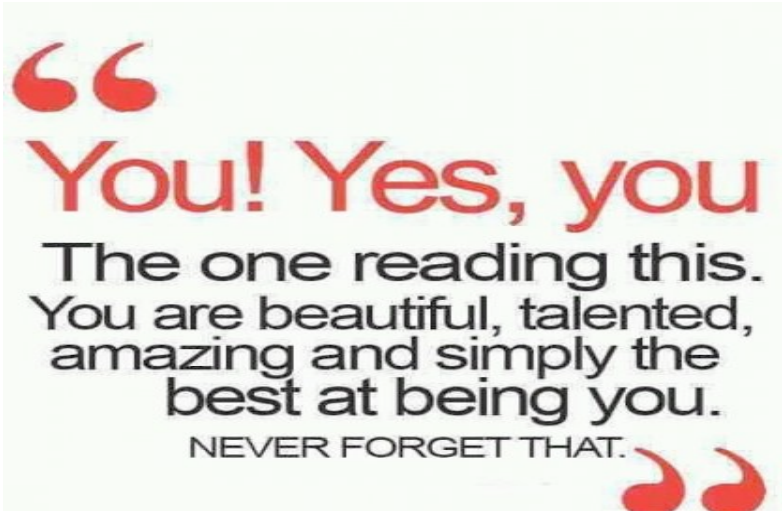
The Power of Coaching Circles

- Coaching/Accountability circles are comprised of 4 to 5 leaders.
- Choose coaching partners for yourself or your downlines carefully … you will want people who are in a similar place in their Shaklee goals .. And even life situation and age.
- Look for leaders who are excited and committed to growing to the next rank.
- Then meet by phone or zoom once a week to support one another.

francine





" You can be discouraged by failure, or you can learn from it.
So go ahead and make mistakes. Make all that you can...
because, remember that's where you will find success ..
On the far side of failure."
Thomas Watson

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Action Steps

- If you have someone to coach, then set up appointments and practice what we have learned
- Consider forming a coaching circle with colleagues and support one another in reaching your goals. .. And help your distributors land in good circles.
- Set up a 1000 PV Plan for May .. Around Women's Health Promotion..
- Set a goal to become a Director or develop a Director before August Global Conference to receive Shaklee incentive cash .. $100/ a month starting in May , doubling by attending Global Conference. becky

Final thought --It is possible that we have lost some business partners in the past because we didn't know the skills around coaching.

Consider re-contacting them.. Share with them what you have learned … apologize for what you didn't know and ask if they would consider starting fresh with you again.

Resources

- 8 Weeks to Director 2016 BetterFutureStartsToday.com____ your name

- Legacy and Leadership #13, April 16, 2015, Checking In and Shaklee Effect #12 Master Coordinator Dan Henderson on Coaching 12/3/13 (www.Bobsfiles.net)

Coaching When They Are Not Following Up–

- Remind me what your 90 Day Goal is
- Assess where they are and where each of their leaders is
- And let's review where each of your distributors is-- their PV
- Direct them to the training session on follow up and working folder
- Conversation around their feelings about following up .. ,are they clear about role of servicing customers or coaching their business partners is not " bugging them"
- The problem with servicing customers …

It is our job to call them . That's our job.

easy to do …

easy not to do

Be around the light bringers,
The magic makers
The world shifters
The game shakers

They challenge you.
Break you open.
Uplift and expand you.

They don’t let you play small with your life.
The heartbeats are your people.
These people are your tribe.

May Schedule

Tuesday May 8 – Life Rules
Tuesday May 15 – HealthPrint System for Developing new Customers

BREAK
Watch Learning From the Masters and Friends FaceBook page for dates for Updated 8 Weeks to Director in June and July

xxxx.

“Our deepest fear is not that we are inadequate.

Our deepest fear is that we are powerful beyond measure. It is our light, not our darkness that most frightens us.

We ask ourselves, Who am I to be brilliant, gorgeous, talented, fabulous? Actually, who are you *not* to be?

You are a child of God. Your playing small does not serve the world. There is nothing enlightened about shrinking so that other people won't feel insecure around you.

We are all meant to shine, as children do.

We were born to make manifest the glory of God that is within us. It's not just in some of us; it's in everyone.

And as we let our own light shine, we unconsciously give other people permission to do the same. As we are liberated from our own fear, our presence automatically liberates others.”

Marianne Williamson (Nelson Mandela Inauguration Speech)

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