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

Register and pay in monthly installments

Ongoing Promotions…

GREAT NEWS!! Our Healthprint Special Offer is EXTENDED thru April.

Do your Healthprint again or for the 1st time - if you purchase the Middle or Large product **packages (or choose your own products that equal the $$ amount of the Middle or Large package**) you will receive a FREE Product based on your #1 Health goal!!
Order the Large package or the equivalent $$ amount and receive the FREE products AND up to $20 off shipping!!!

This is a GREAT time to save!! francine

Exceed your monthly PGV+ base & earn a free Vivix® Liquigels –
or 20 points towards Los Cabos - now through 3/31.

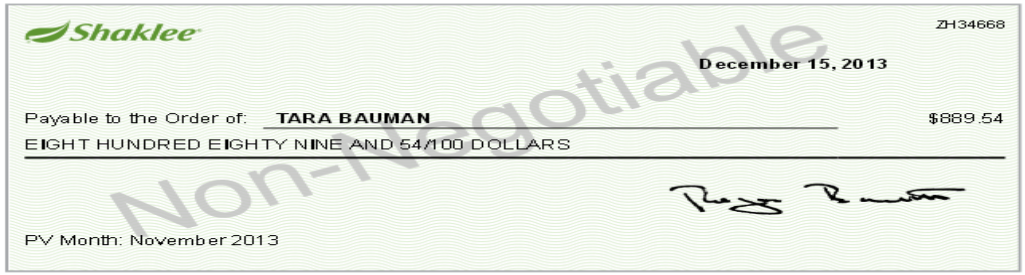
Power Bonuses

- Details can be accessed at: http://images.shaklee.com/library/Incentive_Booklet_2017-2018.pdf

Naptime work hustle! ❤️💕
Planning some fun events and training while in yoga pants in the comfort of my home (while Caleb naps 😴😴)! Little miss was enjoying painting next to me. Working from home around my schedule never gets old 💕❤️
Vision quote from Business Boutique.
#lifebydesign #momapreneuer #wahm #naptimehustle

FACEBOOK Post of the Week Katie Odom

Why I Build my Shaklee Business


Shaklee

ZH34668

December 15, 2013

Payable to the Order of: TARA BAUMAN $889.54

EIGHT HUNDRED EIGHTY NINE AND 54/100 DOLLARS

PV Month: November 2013

Non-Negotiable

Tara made $889.54-1st month as a Director!!

- Stay home with my boys
- Have a healthy family
- Get paid to share Shaklee!
- Pay off our home
- Projects on our house
- Pay for our kids' education
- Travel!
- Save for retirement
- Pass our business to our kids

The Journey….things I learned

- We grew fast… too fast and I did a poor job managing my business. Figured I made it big when we sponsored our first Gold 4 months into the business.
- "Wasted" a lot of time over the next year - kept trying to do things differently than I'd been taught…. prospecting in all the wrong places because I didn't trust my voice.
- Went to conference in August - my parents built a different MLM when I was growing up and told me to go for 2 reasons: 1) I had a downline builder going 2) this was when I needed to decide if it was a business or a hobby. Hobby? Stay home. Business? Go! And I'm so glad I did.
- Sponsored a Gold right after that -- I was brave and old enough to tell her why I wanted her to be in my team - she promoted to Director a year later :)
- Another couple we'd been working with over a few years promoted to Director the following month.

2016: More than doubled OV, Added 4 new Directors, Director to Sr. Coordinator, Earned Chairman's Retreat, Playa Del Carman, New Directors Conference

Unexpected Challenges….Shaklee was there for us

- Son diagnosed with cancer in May, the month before we found out we were pregnant with baby number 4 - I did no work in May - team took over all calls, presentations, events, trainings, etc
- And still made a nice bonus check which was super helpful in paying for the hospital bills that started streaming in
- That's when I first SAW what residual income looks like

- We worked with a biochemist to support or son throughout his treatment process and now into recovery - our Shaklee income was able to pay for the hundreds of dollars of supplements we were giving him. They have made an incredible difference in how he endured chemotherapy and radiation and his recovery process!

Where we are today…our Dreams

v68

Shaklee

ZH34668

December 15, 2016

Payable to the Order of: TARA BAUMAN $2,100.84

TWO THOUSAND ONE HUNDRED AND 84/100 DOLLARS

Non-Negotiable

PV Month: November 2016

Dreams: Master Coordinator by time by oldest boys are in high school

Why: allow husband flexibility to also stay home
Passion for teaching about health, nutrition, what we've learned going through our journey, but right now we have no time - and if we don't do something now, we'll never have that time, freedom, flexibility, ability to pursue our passions - e.g. Lyle lead father son/groups for weekend or week long getaways - faith and community formation

Life is so short, time so precious - it's what we do now that matters, in the time we spend loving our families and creating a future where we can live our lives more fully...

Shaklee Strategies Forum 2017

Ideas to help us grow our businesses and ourselves in 2017

Time Precious Time

Mar 14, 2017 Final Session 9

Winter/Spring 2017
Reaching Higher

Our Strategy Forum Team Winter 2017

Master Coordinator
Barb Lagoni

Senior Coordinator
Becky Choate

Key Coordinator
Margaret Trost

Key Coordinator
Lisa Anderson

Senior Director
Angie Thomas

Director
Francine Roling

Objectives Winter Semester 2017
Thinking Bigger … Reaching Higher

In this Winter 2017 semester, we have been preparing ourselves to:

- Expand our thinking
- And see the possibilities that lie within each of us… including picturing ourselves achieving the ranks of Executive and Key Coordinator.
- **We will achieve these ranks by becoming an Executive Coordinator on the inside … even as we assemble and empower the team that will take us there … on the outside.**

We wrap up our series today with a look at a key factor in Reaching Higher .. .and that is carving out the TIME to make it all happen

lisa

Objectives for Session 9 -- Time

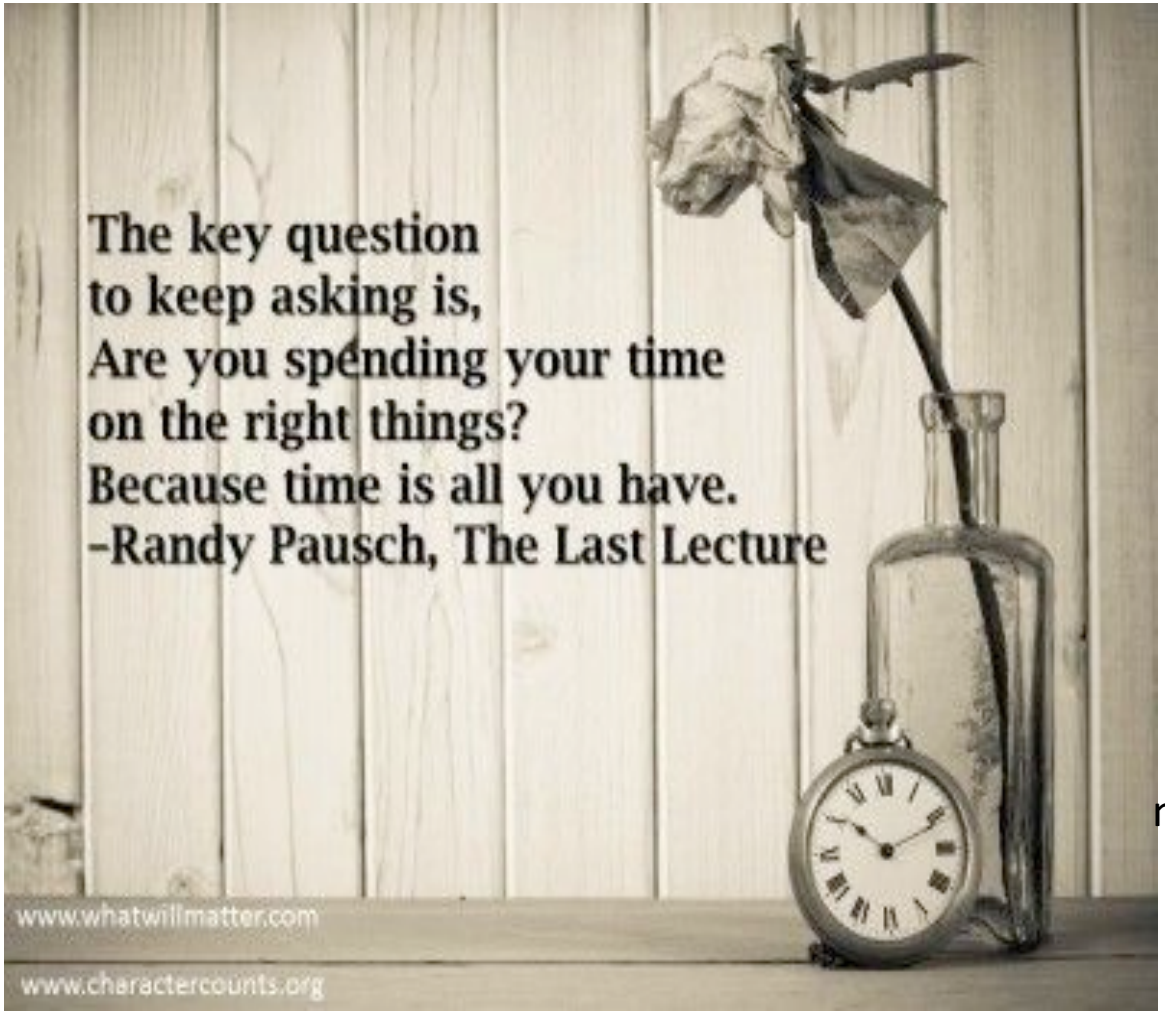
Today we will examine 4 aspects of Time Management

1. **How precious and valuable time** is .. every minute of every day is a gift and once spent… is gone forever… Time measures the journey and contribution of our lives.
2. What we do with our time reflects our **priorities.**
3. How to make our time valuable to ourselves and the world requires a conscientious plan and getting ourselves **organize**d.
4. Finally, how **whom we are being and the energy we are brin**ging to the events of the day affects our ability to connect with others. lisa

Time is Precious

- Can feel like we're racing through life or it's passing us by.
- "Where did the time go?"... "I'm so busy"…. "There's never enough time"
- No one knows how much time we have with our one precious life.
- Because each of us is precious, and our lives are precious, this make time precious.
- It's important to reflect on how we spend our time and to make adjustments so that this reflects our deepest values and priorities.

margaret


The key question
to keep asking is,
Are you spending your time
on the right things?
Because time is all you have.
-Randy Pausch, The Last Lecture
www.whatwillmatter.com
www.charactercounts.org

margaret

Not sure where the time goes?

Idea: Keep a time journal for a week

* Gives valuable information about how we spend time

* There's often a difference between how we think we spend our time and how we really spend our time…

* Allows us to identify tasks that…

- We can delegate to somebody else
- We can do more efficiently
- Are particularly important or unimportant. Tackle important, non-urgent tasks before you tackle unimportant, urgent ones. margaret

So let’s begin by discussing Time as a reflection of our priorities

Time Management is really a misnomer.
The challenge is not to manage time,
But to manage ourselves.

The key is not to prioritize what's on our schedule ..
But to schedule our priorities !

lisa

So Let's Ask … What are my Priorities?
What do I want…
for my life, my family, my Shaklee business?

Let's examine even further …

- Is our business a spare-time business?
- A "left-over" time business?
- Or a serious business to which I am committed? lisa

We can't do it all… but we can do what matters

So Is how we are spending our time now reflecting our priorities?

When we say " I don't have time" … What we really are saying is…
"It's not a priority."

When we say …"I don't have time to exercise – that translates to

" my health is not a priority".

"I don't have time to make phone calls …" translates to

"My business is not a priority."

lisa

Therefore ---I have time to iron my sheets, I just don't want to.

When we know what we want …
We set goals to get what we want…
and make a plan to figure out how to reach those goals
and so we can live how we want..

All of this will require …

Getting Organized!

lisa

How do we take a life that is already full and add this beautiful thing we call a Shaklee business into it?

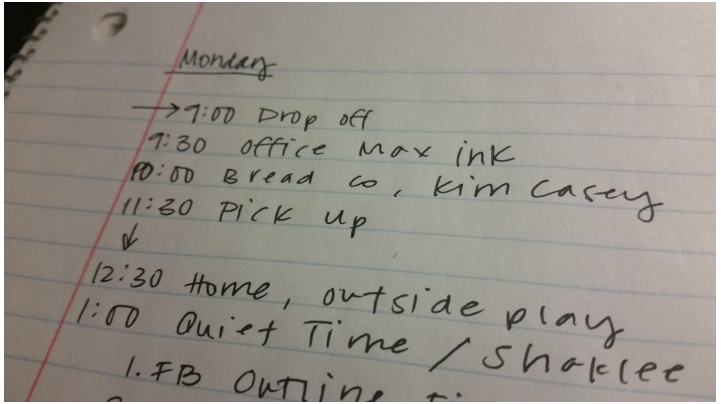
lisa

The Power of Being Organized

- To be intentional about reaching our goals, maintaining ”balance”, honoring priorities … all must be **written down.**

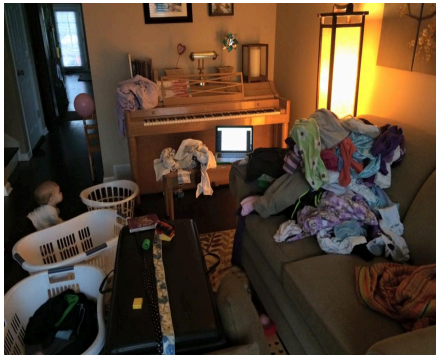
- **Utilize tools** – Day planners, To-Do List, Calendars, Schedules, phone reminders – whatever works best for you.
- Get an accountability partner… upline, friend, etc. to share your schedule with.
- Schedule everything, not just Shaklee items (play time with kids, reading, work out, meditation, significant other time…)

angie

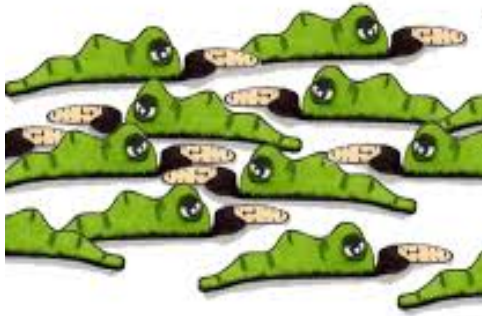


Now we know exactly what we will do each day … whether we have a nice block of uninterrupted time or even when we only have short snippets of time.

Finding time in a busy life has to be intentional and it is a skill to master.



1. Turn a commute into a class
2. Workout to podcasts
3. Use a working folder and use it for all those times we wait! (carpool line, dance practice…)
4. Save laundry to fold during a webinar
5. Use Shaklee Connect app to follow up
6. Pre-Plan to make the most of Shaklee time you have blocked
7. Get Creative
   - Babysitting co-op
   - Gym childcare
8. Beware the time suckers (social media, idle gossip, TV, etc)



What can we let go of to reach our goals? angie

More Tips on Making Good Use of Time…

- People activities and connections are top priority in our business in order to grow.
- Evaluate time spent on time-consuming, non-people, contact stuff …creating the perfect newsletter, the perfect FB post…
- Learn to delegate. (house cleaning, baby sitters, family chores and family powwow to allow everyone to participate in family jobs) angie

How I Feel When I Don’t Control the Day and I don’t control my time

- Feel unproductive… like the day was lost and I am behind
- Feel guilty
- I have almost 7 hours a day to dedicate to Shaklee … where does it go?
- If I am not organized... If I have not planned the day … then I wasted that precious time.
- When my day’s plans don’t reflect my goals and purpose, then I am really just on a spinning wheel
- And that feels crumby and exhausting!

angie

How I Feel When I DO Control the Day and My Time…
when my time reflects my goals and priorities …

- Proud
- Productive
- Excited and motivated
- Powerful
- Fulfilled !

angie

80/20 Rule – Who Gets Our Time

- 20% of the people typically produce 80% of the results, the orders, etc.
- Don't spend much time trying to convince, cajole, push those who are not interested or enthusiastic. margaret

Instead …
Love them where they are ..
Let them know your door is always open
And focus on the 20% of customers or distributors who are most interested, most active, returning your calls. The greatest possibility for growth lies with them.
Plus, now there is time to meet new people and welcome them into your life.

Rebecca Kurtz Story

- My priorities – family, job, financial security, freedom, flexibility

Rebecca's Top 7 Prioritizing Tips:

1. Goal Setting
2. PV Planning
3. Miracle Evening
4. Planning
5. Efficiency
6. Personal Development
7. Daily Contacts

MONTHLY PV PLAN:

LIST ACTIVITY	WEEKLY	MONTHLY	PV

Efficiency

- Driving to work / customers
- I listen to webinars, trainings, personal development books on audible.com,
- and also while I'm running at night.
- I give my team my login information so that they too can have access to my audible.com books and grow themselves.
- In the mornings, listen to books on audible.com, webinars, trainings.

- Organize Time – Respond to things in the morning, intermittently throughout the day as available, and hit the to do list hard but brief at night. It's NOT Work when you LOVE what you get to do
- Personal Development – Set a Goal of 30 minutes a day

There's one more aspect of Time to discuss …

We have reviewed

1. how precious and fleeting time is.
2. how we spend our time reflects our priorities.
3. How to get organized to maximize the possibilities of the day.

Now – our last point – THE SECRET SAUCE …

The energy we bring to our work

margaret

“Be Responsible for the Energy
We Bring to the Room”

Oprah Winfrey

We don’t want to mechanically click through our “To Do” lists

People will not remember what you said…
And they won’t remember what you did …
But they will remember forever how you made them feel.” Maya Angelou margaret

The Science of Energy

- People transmit an electromagnetic field.
- It broadcasts our physical and emotional state.. This can be measured.
- **We're like radio stations – transmitting signals over the phone, in meetings, through our energy and our words.**
- "What signal are we broadcasting?"
- "Who are we BEING, while we're doing our Shaklee activities?"
- If depleted, stressed, low blood sugar, frustrated, preoccupied, anticipating something in the future, desperate for a sale, the person we're talking with will feel this and we lose connection. … And All our efforts will have been counter-productive. margaret

People are drawn to a person who is relaxed and "fully present"…

- "Fully present" means– being in the moment, curious, without expectations, judgment or anxiety about the results
- When we are calm and centered, others relax in our presence.
- Be cautious about multi-tasking. Multi-asking can be helpful with some tasks, but not with people.

margaret

One-Minute Tool to Get Centered and Present Before a Contact

- Abdominal breathing, 5 second inhale, 5 second exhale
- Shifts our nervous system from stress, fear, scattered-ness to a more calm, relaxed state
- Practice before a phone call, meeting, appointment, etc.
- Athletes, professional speakers, other performers all work with their breathing and have pre-performance routines so that they're in the moment and at their best.

rebecca

Tips on Becoming Unattached to the Result

If we are attached to the result, people can feel that.

It binds them to our idea of what we want to happen.

That restriction may be uncomfortable and they will likely pull away.

This is often unconscious.

- Focus on doing our best. -- sharing the information, connecting
- Schedule many activities, develop several distributors, so we're not dependent on one person's order, one party, one activity, one person becoming a Director etc. to reach our goals.
- Focus on only what we can control (your activity and energy) and let go of the rest. rebecca

Full vs. Frantic

- Most everyone has full lives, often very busy lives margaret
- Busy shifts to “full” and can be beautiful when we’re in alignment with our priorities
- Busy can be stressful and frantic when we’re out of alignment, without a plan, or stuck in negative scarcity thinking
  - “There’s no way I can get this done” “I’m so busy” “I have too much to do”. There’s not enough time..
- Changing how we speak about our time affects our relationship to it.
  - “There’s plenty of time to get the most important things done.” “ I’ll find time for the things most important to me.” “I’ve got lots going on and I’m loving it.”

It’s good to be organized.. to have a plan, to have goals, to schedule our time efficiently …

AND… at the same time…

Be open to the unexpected.

Watch for the synchronicities.

Guard against getting so busy that we can’t hear inner wisdom and guidance.

There will be challenges .. There will be blessings.

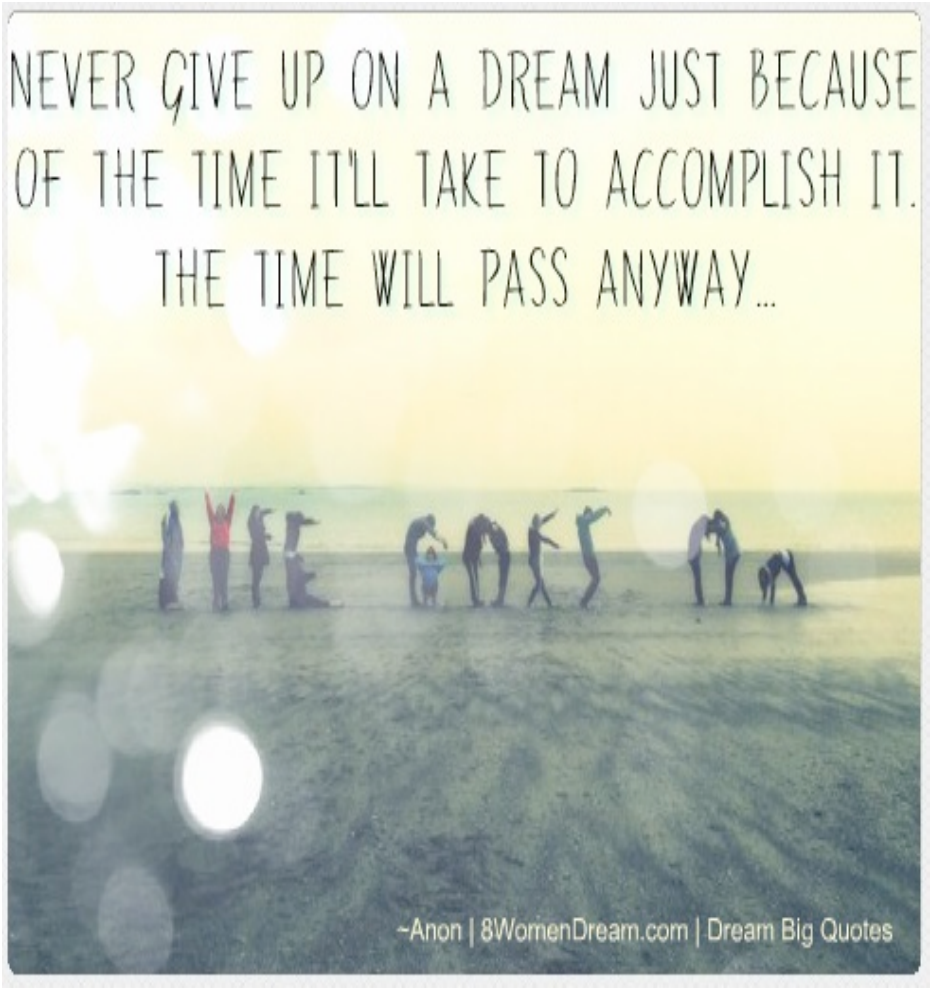
This is our beautiful life.

margaret

Keep making steps in the direction of our goals.

“Piti Piti na rive”

margaret

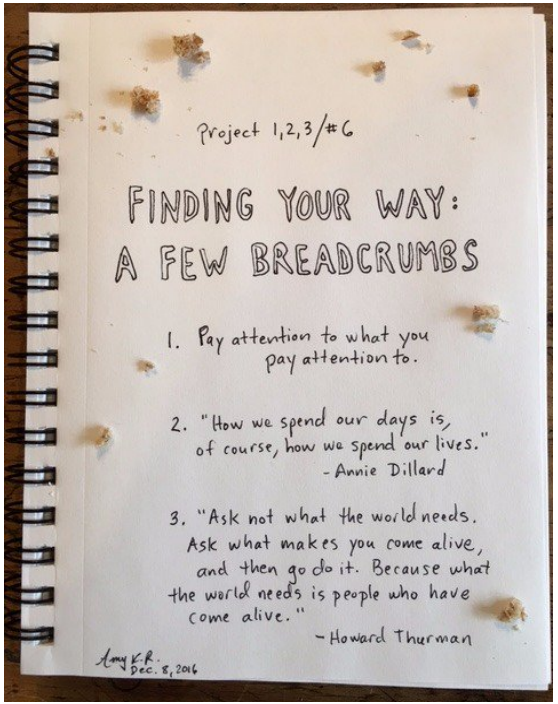


THE BAD NEWS IS
TIME FLIES
the GOOD NEWS is
YOU'RE THE
PILOT

Finding Your way

1. Pay attention to what you pay attention to
2. How we spend our day is , of course, how we spend our lives
3. Ask not what the world needs. Ask what makes you come alive … and then go do it.

   Because what the world need sis people who have come alive.



- angie

Action Steps – March

- Every month … WRITE the goals for the month .. Be SPECIFIC ..
  - -- PGV for you,
  - -- PGV for each of your downlines
  - -- new members,
  - -- new distributors,
- Then create a PLAN --
  - -- WRITE OUT what activities you will schedule to achieve those goals
- Use a WORKING FOLDER OR BINDER .. every day … list who you will contact, what you will invite them to,
- EVERY NIGHT make a TO DO LIST for the following day.
- Power Bonuses end March 31 – set a goal to accumulate 15 sponsoring points to earn another $150 Power Bonus check from Shaklee angie

March Strategy Forum Schedule

#9 March 14 – Time – Organizing our Day, Month and Year

#10 March 21 – SPRING BREAK !!!

NEW SERIES – Coaching , Leadership and Personal Development

1 March 28 – Getting People Smart francine

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WARNING – Be Cautious About Multi-Tasking

Women, in particular, are champions when it comes to multi-tasking.

- Multi-tasking can make efficient use of time ..

  BUT -- here is the rule ..

- **Multi-task TASKS … not PEOPLE**

When we are with people .. via phone, in-person, etc…
BE FULLY PRESENT …

- Not on the computer
- Or texting
- Or FaceBooking
- Or Snap-chatting