

# Teaming Up Fall 2014

Global Conference Report

August 28, 2014

Senior Executive Coordinator

Lisa Anderson



Senior Coordinator

Katie Odom



Be part  
of the effect™



**YOUR TIME AS A  
CATERPILLAR  
HAS EXPIRED.  
YOUR WINGS  
ARE READY.**



## Roger Barnett –

2014 – Shaklee will become a  
\$1 billion dollar company

- He will invest \$250,000,000 in Shaklee this year ( in research & development, infrastructure, etc )..
- 1% of the entire country of Malaysia uses Shaklee products! Started from 2 moms blogging

# Objectives for Today's Session

## Report from Global Conference 2014

- To offer insights and interpretation of the myriad of news coming from Global Conference.
- To help us focus on key action steps to take now
- To share some of the inspirational moments and speakers and stories from Global Conference.
- And to muster our courage to set fear aside, jump in and begin creating our futures.      lisa

# Katie Odom

Senior Coordinator

Star Achiever 3 categories

Qualified for Playa Del Carmen Dream Trip

# We All Need Connection – Too Much Fragmentation in The World

- Important aspect of the work we do ... we connect people and create a sense of team ...
- We connect work life to family like – creating an **integrated** life of purpose. The world is going in the direction of wanting more connection. It is very appealing to build our work life around our family life. .. And to extend an invitation to people to join our Shaklee family . We all need extended family in today's world.. .professionally and personally ... it takes a village.
- Gandhi –” Best way to find yourself is to lose yourself in service to others.”  
katie

# Paycheck to Paycheck – Documentary Maria Shriver Produced

- 28 million kids and 48 million women live paycheck to paycheck in the US.
- We need to give them a pathway to greater financial security.
- 70% of minimum wage jobs are held by women.. With no benefits.
- In Shaklee we give people an opportunity and an option they probably don't even know they have.
- With a job, we give people human dignity.
- See people not for what they do .. But for who they are.
- Moms can be invisible .. “ just moms”... Maria said .. Drop the “ just”. Moms have a powerful role... and so do we.
- 68% of US women are 1 paycheck away from poverty ( grocery store checkout person, receptionist , single moms , etc)
- To raise a child born in 2013, is estimated to cost \$245,000.. Not including college.

katie

# Bonnie Donahue Story – Developed 10 Directors in her Organization over past 4 years .. With 4 Kids and Moving Twice!

- FaceBook
- 100 Business Opportunity weekly webinars over past 2 years
- Group conference calls weekly
- Blogging
- Individual appointments
- Follow up



# MindWorks

## Think Fast .. Stay Sharp

**Short term benefits –**  
improved focus,  
memory, reaction  
time, cognitive  
function

True Guarana – used  
traditionally by Amazon  
Indian tribes (not the  
caffeine concentrate you see  
in “power drinks”).

Results – 3X Better memory and focus



Long term benefits –  
Improved circulation,  
which improves delivery  
of nutrients and oxygen  
to the brain.

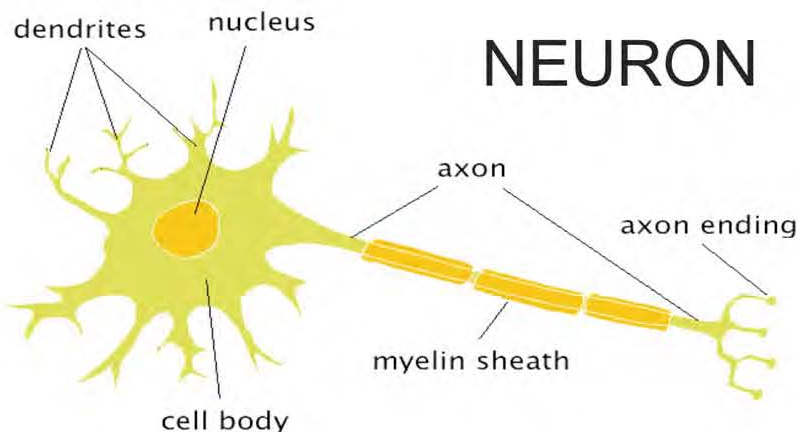
**30% LESS BRAIN  
SHRINKAGE !**

Chardonnay Grape  
Seed Extract –  
technological break-  
through to concentrate  
the critical components  
into a tablet ...  
patent-pending

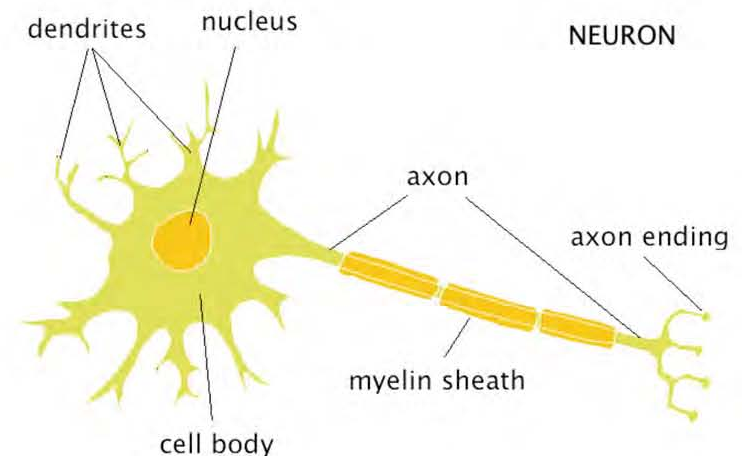
# How the Brain Produces Thought

The working cells of our brain are called neurons.

Neurons are arranged in pathways and communicate with each other at synapses.



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# Shaklee Blood Pressure



Addresses the key mechanisms that are known to impact already healthy blood pressure

- Promotes blood circulation
- Promotes healthy blood vessels

Keeping arteries healthy and free-flowing is a significant step in prevention of heart disease



If you are currently taking a blood pressure medication, check with your doctor before taking Shaklee Blood Pressure

# Nitrates from Beet and Spinach Powder –

are naturally converted to a special molecule called nitric oxide  
Nitric oxide activates protective responses in our blood vessels that:

- Help reduce inflammation in the lining of the blood vessels,
- Help relax smooth muscle cells and helps prevent them from proliferating and invading and constricting the arteries
- Help prevent platelet aggregation ( stickiness)

Should be called Shaklee Arterial Health

Steve Chaney, PhD biochemistry



**Benefit – When you increase blood flow, you increase overall health of the body from delivering nutrients and oxygen to the cells and helping to carry away toxins and cellular waste**

- **Brain** -- can improve brain function and reduces cognitive decline
- **Muscles** – improves performance
  - Ingredients that produce nitric oxide in the body ( ex . arginine and citrulline ) have been used by athletes for years to improve athletic performance by improving blood flow to the muscles.

Feel the Effect



# Who Will Want Shaklee Blood Pressure

- People with elevated blood pressure looking to improve their blood pressure and heart health through natural approaches , such as:
    - Maintaining a healthy weight
    - Not smoking
    - Increasing exercise
    - Increasing fresh fruits and vegetables in the diet  
( following the DASH diet )
    - Reducing saturated and trans fats
    - Reducing salt
    - Taking the Heart Smart Collection ( Shaklee Blood Pressure, Omega Guard, CoQ and if need Cholesterol Reduction Complex )
  - Anyone who wants healthy free-flowing blood vessels
- See HealthTipsFrom the Professor.com

# New Ways for People to Enroll in Shaklee

- USE the Products – Join Free with a New Product Regimen  
Each of our healthy product categories now has a way to join Shaklee – for FREE. It's simpler than ever to introduce someone new to Shaklee with the product selection that best fits their need.
- Join with any of these product selections and get a free \$19.95 membership.
- Join Free with Vitalizer™ remains available.
- New Member Kit sent with each Join Free regimen or kit.
- Option to upgrade to Distributor for only \$29.95. lisa

# 6 Categories of Regimens For FREE Membership

## 12 options

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**Vitalizer – receive free membership**

**New members receive FREE SHIPPING AS WELL through Sept 30  
when they sponsor with one of these collections:**

Shaklee Foundations Regimen

Targeted Solutions

Heart Smart Regimen ( 2 Options )

Healthy Solutions ( 2 Options )

Shaklee 180 TurnAround Kit

Shaklee 180 Lean and Healthy

Enfuselle Nutrition Therapy Skin Care ( 2 options )

Get Clean Starter Kit ( 2 options )

Kosher Starter Kit

lisa

# Healthy Foundations

Build a lifetime of better health. Let the finest ingredients from nature put you on a path to well-being.

Nutrition for life



katie

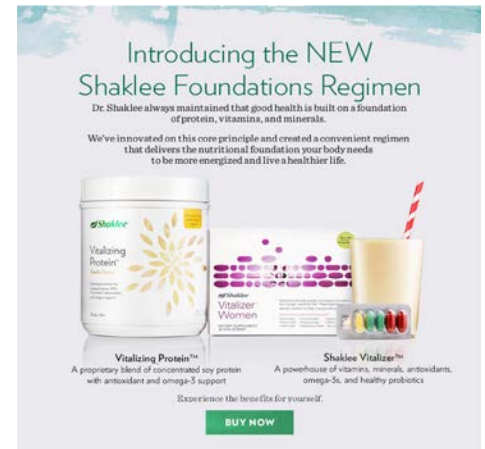
# Foundations Regimen

#89336 Suggested Retail Price: \$130.65 |

Price: \$111.05 | Point Value: 77.50

AutoShip: Suggested Retail Price: \$117.58 | Member Price: \$99.94 |

Point Value: 69.75



**Vitalizer™** [Women, Men or Gold] – Shaklee’s unique, clinically supported solution packs essential nutrition into a convenient, every day, go-anywhere Vita-Strip®.

**Vitalizing Protein™** [Vanilla or Chocolate] - This great-tasting protein can be used as part of a healthy breakfast or lunch, or as an on-the-go snack to help keep you energized and satisfied throughout the day.

**Savings -- \$9.00**

# Healthy Solutions

Solutions that help you with the most important health concerns  
to help you take control of your health.

*Feel the difference*



katie

# Free Membership with Targeted Solutions

## Healthy Solutions Regimen -- for a healthy brain

#89337 Suggested Retail Price: \$169.90 |

Member Price: \$144.40 | Point Value: 100.80

AutoShip: Suggested Retail Price: \$152.91 |

Member Price: \$129.96 | Point Value: 90.72



**Vivix** - Helps your cells repair and protect against daily damage.\*

**MindWorks** - Key ingredients help improve memory and focus 3X better than control† and protect against normal age-related mental decline.\*

**OmegaGuard** - Helps reduce the risk of heart disease with pharmaceutical grade omega-3 fatty acids. \*\*\*

Savings -- \$7.50

# Smart Heart Cholesterol Regimen



#89346 Suggested Retail Price: \$104.55 | Member Price: \$88.85 | Point Value: 64.10

AutoShip: Suggested Retail Price: \$94.09 | Member Price: \$79.96 | Point Value: 57.69

**OmegaGuard** - Helps reduce the risk of heart disease with pharmaceutical grade omega-3 fatty acids.\*\*\*

**Cholesterol Reduction Complex\*** - Helps lower cholesterol. ±

**CoQHeart®** - Supports energy production in the heart and promotes healthy arteries.\*

Savings -- \$4.00

# Smart Heart Blood Pressure Regimen

#89338 Suggested Retail Price: \$104.55 | Member Price: \$88.85 | Point Value: 67.40

AutoShip: Suggested Retail Price: \$94.09 | Member Price: \$79.96 | Point Value: 60.66

**OmegaGuard** - Helps reduce the risk of heart disease with pharmaceutical grade omega-3 fatty acids.\*\*\*

**Blood Pressure** - Help retain healthy blood pressure.\*

**CoQHeart®** - Supports energy production in the heart and promotes healthy arteries.\* ‡

Savings --\$4.00



# Healthy Solutions Plus Regimen

## for healthy brain and immune system

#89347 Suggested Retail Price: \$209.05 | Member Price: \$177.70 | Point Value: 126.63

AutoShip: Suggested Retail Price: \$188.14 | Member Price: \$159.93 | Point Value: 113.97

**Vivix** - Helps your cells repair and protects against daily damage. Slow cellular aging naturally\*

**MindWorks** - Key ingredients help improve memory and focus 3X better than control † and protect against normal age-related mental decline.\*

**OmegaGuard** - Helps reduce the risk of heart disease with pharmaceutical grade omega-3 fatty acids. \*\*\*

**NutriFeron** - Provides immune support at the cellular level and designed to naturally increase levels of interferon.\*

Savings -- \$13.20



# Healthy Weight

Shaklee 180® is clinically tested products\* and a program that helps you lose the right kind of weight—fat, not muscle.



\*The weight-loss portion of the Shaklee 180 Program was tested in a preliminary 12-week clinical study. The Lean & Healthy portion of the Shaklee 180 Program was tested in a 9-month study along with exercise.



Shaklee 180 TurnAround Kit to get to a healthy weight  
 Lean and Healthy Kit to maintain a healthy weight  
 Shaklee 180 Smoothee Kit

*Take your shape in a whole new direction™*



Turnaround Kit

Lean & Healthy Kit

Get ready to do a **180**

- Improve your shape
- Retain your muscle
- Get healthier & feel better

FROM AMERICA'S #1 NATURAL NUTRITION COMPANY.  
 90 days to lose weight. 90 days to learn how to keep it off.

# Free Membership With New Product Regimens



## Kosher Vita-Lea® Pack

Most advanced multinutrient  
supplement pack

\$66.95

[Join Now](#)

[learn more](#)

Can find on Personal  
Websites

# Healthy Beauty

One simple regimen with all the essential antioxidants and nutrients your skin craves.

*Radiant*



Free Membership With:

**Enfuselle**

## **Nutrition Therapy Skin Care Kit**

#50916 | Normal to Dry

#50914 | Normal to Oily

Suggested Retail Price: \$220.45 | Member Price: \$187.45 | Point Value: 141.29

One simple regimen with all the essential antioxidants and nutrients your skin craves. Available in Normal to Dry or Normal to Oily.



## **Get Clean Starter Kit**

#50456 **Fresh Laundry Concentrate HE** Compatible (liquid)

Suggested Retail Price: \$115.32 | Member Price: \$99.00 | Point Value: 50.00

#50457 **Fresh Laundry Fragrance Free Concentrate** HE Compatible (liquid)

Suggested Retail Price: \$115.32 | Member Price: \$99.00 | Point Value: 50.00

These powerful, multifunctional products are all you need to start cleaning your way to a healthier home. Natural, nontoxic, and has absolutely no harmful fumes, phosphates, phthalates, or bisphenol-A (BPA).

# Healthy Home

Home should be the safest place on earth. Clean it up with products that are safe, powerful, and green.

clean & green



# Sponsoring Business Partners

Distributor Welcome Kit - \$49.95

- All new, redesigned, contains all of the basic tools for getting started –
    - Shaklee Product Guide, Product Selection Guide, Start-Up Guide, Memory Stick with digital tools for sharing,
    - and a special selection of Shaklee product samples and brochures. Included with each Gold PAK.
  - Current members upgrading to Distributor Kit -- \$29.95
- lisa

# \$349 Gold PAK Over \$900\* value (250 PV)



## PRODUCTS

- MindWorks™
- Vitalizing Protein™
- Vitalized Immunity™

### Healthy Foundations

- Vitalizer™

### Healthy Solutions

- Vivix®

### Healthy Home

- Basic H<sup>2</sup>®
- Spray Bottles (2-Pack)

## BUSINESS TOOLS

- 1 Free Conference Registration
- 1 Free Regional Meeting Registration
- 3 Months PWS
- 1 Month Hearsay Social®
- 1 Month Meet.fm meetings
- Gold Ambassador fee



Includes  
New Distributor Kit

lisa

# \$699 Gold Pak Over \$2,100\* Value (500 PV)

## PRODUCTS

- MindWorks™
- Vitalizing Protein™
- Vitalized Immunity™

### Healthy Foundations

- Vitalizer™

### Healthy Solutions

- NutriFeron®
- Vivix®
- Omega Guard® 60s

### Healthy Weight

- Shaklee 180® Energizing Tea, Pomegranate
- Shaklee 180 Energizing Smoothee Packets (6 Packets)
- Shaklee 180 Snack Bar Assortment

### Healthy Beauty

- Hydrating Cleansing Lotion
- Enfuselle® Dispensing Pump
- C&E Repair P.M.®

### Healthy Home

- Basic H<sup>2</sup>®
- Dish Wash Liquid Concentrate 16 oz
- Spray Bottles (2-Pack)



## BUSINESS TOOLS

- 4 free Conference registrations
- 2 free Regional Meeting registrations
- 12 months PWS
- 3 months Hearsay Social®
- 3 months Meet.fm meetings
- Gold Ambassador fee



Includes  
New Distributor Kit

lisa

# From the Global Conference Workshops...

## **Accountability Growth Groups:**

Group 1: Directors and Above: Rank Advancement/Trip Qualification

Weekly Meeting Time:

Group 2: Build to Director by end of September

Weekly Meeting Time:

Group 3: Build to Director by December

Weekly Meeting Time: katie

# Accountability Circle Conference Calls

## **2 Minute Report per person:**

Gratitude

Monthly Goals (PGV and RANK)

Current PGV

Current Sponsoring numbers using 3 (Golds) & 10 (members)

How many new outreaches (brand new people) did you make within the last week

How many follow ups did you make within the last week (to people who are not yet members or distributors)

How many Follow ups did you do with CURRENT customers/distributors

How many 3 way calls/meetings did you do within the last week.  
(These calls/meetings can be done with an upline or downline and a prospect.)

One brag (what did you rock this past week?) katie

One Drag (What is challenging - what do you need coaching with?)

WHO	New Members	Existing Members	Existing Distributors and Business Leaders	New Distributors
DO THIS	<p>Join online with the purchase of one of these qualifying Product Regimens or kits</p> <hr/> <p>Foundations</p> <hr/> <p>SmartHeart™</p> <hr/> <p>Shaklee 180® Kits</p> <hr/> <p>Healthy Solutions</p> <hr/> <p>Enfuselle® Nutrition Therapy System</p> <hr/> <p>Get Clean® Starter Kit</p>	<p>Upgrade online to Distributor for \$29.95</p>	<p>Sponsor new Members online with one of these qualifying Product Regimens or kits</p> <hr/> <p>Foundations</p> <hr/> <p>SmartHeart™</p> <hr/> <p>Shaklee 180® Kits</p> <hr/> <p>Healthy Solutions</p> <hr/> <p>Enfuselle® Nutrition Therapy System</p> <hr/> <p>Get Clean® Starter Kit</p>	<p>Become a Director within your first three full months of your join date.</p>
GET THIS	<p>Free Membership and Free shipping (up to \$20)</p>	<p>\$20 off regular price of \$49.95</p>	<p>A Free Shaklee Product Sample Pack that includes:</p> <hr/> <p>4 Vitalized Immunity Samples</p> <hr/> <p>4 Vivix® Samples</p> <hr/> <p>4 MindWorks™ Samples</p> <hr/> <p>1 Shaklee 180® Vanilla Smoothee Packet</p>	<p>A \$50 Quick Start bonus over and above all that you've already earned.</p>
ENJOY THIS	<p>Up to \$39.95 immediate value off the cost of shipping and membership.</p> <hr/> <p>15% off all future Shaklee Product purchases</p> <hr/> <p>An additional 10% off select products when placed on AutoShip***</p>	<p>Earn extra income with the potential to earn many other rewards when you become a Shaklee Director and above</p>	<p>\$17 value for free</p> <hr/> <p>Great tool for sharing Shaklee with even more people!</p>	<p>Earn an additional \$50 for every consecutive month you maintain Director or above for a total of \$250 (includes the initial \$50)</p>
OFFER ENDS	<p>Sept. 30, 2014</p>	<p>ongoing</p>	<p>Sept. 30, 2014</p>	<p>Dec. 31, 2014 (Last month to receive initial payment)</p>

# Become Director by December and Receive Additional \$250 !!!

- A new Quick Start Bonus -- for anyone becoming a new Director by December .. Paid out \$50 a month for next 5 months

lisa

*the Shaklee Effect™*

Shaklee helps people transform their lives by taking small, simple steps that lead to big results. By making better products that are worth sharing, we create a healthier planet and brighter future for all. Little by little, one by one, we change the world.



 **Shaklee®**  
Creating Healthier Lives®

- Fast Track Has Been Enhanced
- Now Fast Track starts at Director and provides cash rewards at every rank as you advance on the following schedule. lisa

1st Promote to Director:

Senior Director	6 Months
Coordinator	9 Months
Senior Coordinator	12 Months
Executive Coordinator	15 Months
Sr. Executive Coordinator	18 Months
Key Coordinator	24 Months
Sr. Key Coordinator	30 Months
Master Coordinator	36 Months

Fast Track at a Glance

# Sample Time



Order Item code # 89356 New Product Bundle between 8/27 to 9/10/14 and receive \$50 sample pack FREE katie

**Kristen and John Jakubowski –  
New Directors  
and Senior Directors  
First Time Attending Global  
Conference**



# Maria Shriver – We are Architects of Change

- People who see a problem and don't wait for someone else to fix it.
- Each of us has a story and the ability to empower others with our stories.
- Health is critical to function fully in our lives.
- Maria came from a family known for accomplishing big goals (JFK ran for president ! Her mother, Eunice Kennedy Shriver started Special Olympics and her father Sargent Shriver started the Peace Corps )
- Silence the voices of fear within ourselves . Fear will always be in front of us as we work as architects of change. We are all afraid. Face the dear and do it anyway. kristen

# Action Steps

- Create or Join an Accountability Circle
- Time to set your 90 Day Goals ...
  - If you are aiming to become a Director, create your 2000 PV Plan and qualify for the Quick Start Director \$250 bonus ( by December 31, 2014 )
  - If qualifying for Maui, set a goal to reach Coordinator rank by November in order to hold the rank 4 months til the end of qualification period.
  - If you are aiming to qualify for the Shaklee Bonus Car Monthly Payments, then create a plan to develop a first level Director and generate 3000 Personal Group PV a month ( or 5000 OV )
  - If aiming to move up in rank, create a plan to identify your next business partners and enroll them in Thursday morning trainings.

lisa

# Action Steps – Take Advantage of the Promotions

- Free shipping until Sept 30 for new members who sponsor with purchase of one of the new Product Regimens
  - Purchase your Product Bundle by Sept 10 to receive free sample kit and post on FaceBook asking who would like a free sample , see Katie's post
  - Register for a Shaklee Regional Conference – see website for cities Long Beach, Chicago and New York
  - Register now for best price for Global Conference in Cleveland August 12-16, 2015
  - Maria Shriver Challenge
- katie

# You Can Change The World With An Idea

Maria's Challenge -- Set a goal to share MindWorks with a million people in the coming year .. And Roger will donate a % of each sale to Alzheimers Research..

Let's wipe out Alzheimers !

At MariaShriver.com, she posts stories of people who have transformed their lives and taken control of their lives.

Her father died of Alzheimers --- takes not only a physical toll ...

But also causes a huge financial burden on a family, even bankruptcy because the disease causes the patient to stop working and the costs are enormous for medical care.

Every 67 seconds, someone in US gets Alzheimers.

Women in their 60's have 2 times the risk for Alzheimers as they do breast cancer. katie

Fall Training Sessions  
Begin Next Week  
September 4, 2014

From Cancer Treatment Centers of America:

*Seek out those with a "Moral Imperative" to help you. What is meant by this?*

*If you know about something to improve the condition of a fellow human being, you have a moral imperative to tell them about it.*

*jo*

## Teaming Up Schedule

- Session # 1 -- Sept 4 –  
Getting To Know The Value of a Shaklee Home Business  
Speaker under Jenni Oates?
- Session # 2 – Sept 11      Getting Started 101
- Session # 3 – Sept 18  
To Grow ... We All Need To Be Coached   Jeanne Toovell
- Session # 4 – Goal Setting and Accountability Circles and Your  
“ Why”