

A bird sitting on a tree is  
never afraid of the branch  
breaking, because her  
trust is not on the branch  
but on its own wings.

Always believe  
in yourself.

~unknown

Inspiring and Positive Quotes

A small step today. A lifetime of better health.  
Free shipping (up to \$20) + free membership  
when you join Shaklee with a new product ki



Be part  
of the effect™

Shaklee continues Share the Effect Points.\* From August – December 2014, when you earn 25 sponsoring points within a given month you'll receive a monthly reward valued at over \$250! In September – earn a GO PRO Camera!!!!



New Members must join online with at least one of the twelve qualifying product regimens or kits to receive the Free Shipping Offer:

- Foundations Regimen
- SmartHeart Blood Pressure Regimen
- SmartHeart Cholesterol Regimen
- Healthy Solutions Regimen
- Healthy Solutions Plus Regimen
- Enfuselle® Nutrition Therapy System – Normal to Oily
- Enfuselle Nutrition Therapy System – Normal to Dry
- Get Clean® Starter Kit – Regular Scent
- Get Clean Starter Kit – Fragrance Free
- Turnaround® Kit
- Lean & Healthy Kit
- Smoothee Kit

New Members joining during the promotion period will receive up to \$20 of free shipping. Offer applies to standard shipping costs.

Join Free with Vitalizer® is not included in this offer. Online memberships only.



# Teaming Up Fall 2014 –Lesson 3

Goals and Purpose with Jeanne Toovell

September 18, 2014

Senior Executive Coordinator

Lisa Anderson



Senior Coordinator

Katie Odom



Be part  
of the effect™

Special Guest  
Senior Master Coordinator  
Jeanne Toovell



## Goals and Purpose





**GOAL  
FOR THE WEEK:  
LOSE SOMETHING  
OTHER THAN THE  
KEYS TO THE CAR**



## Price Point

NEW LISTINGS IN SCARSDALE, VALHALLA, CHAPPAQUA AND MOHEGAN LAKE



**\$449,000**

## CARSDALE

Address: 1 Ivy Circle  
School District: New Rochelle  
Features: 1,700-square-foot ranch  
with three bedrooms, two full baths, one  
half bath, a finished playroom on the  
upper level and hardwood floors under  
carpets on the second level. Also:  
cathedral ceilings, a walk-out basement and  
a fireplace. It's at the end of a cul-de-sac  
close to schools, shops, the bus and

Taxes: \$16,342  
4431884

**Agent:** Carol Labi at Julia B. Leiby's International Realty, Rye, 8833, [carol.labi@juliabfee.com](mailto:carol.labi@juliabfee.com).



**\$259,000**

**VALHALLA**

**Address:** 9 Cedar St.  
**School District:** Valhalla  
**Amenities:** This unique one-bedroom home has a fenced-in, tree-lined yard; eat-in-kitchen; living room with hardwood floors and deck. The second floor includes a large bedroom with new hardwood floors, and an updated bath with a new ASKO washer and dryer. Central air conditioning and a two-zone heating system. Near Kensico Dam and downtown Valhalla.

**Annual Taxes: \$6,636**

**MLS # 4431829**

**Listing Agent:** Renata Douglass at  
Houlihan Lawrence, White Plains,  
914-497-7937, [rdouglass@houlihanlawrence.com](mailto:rdouglass@houlihanlawrence.com)



**\$599,999**

## CHAPPAQUA

**Address:** 35 Mill River Road  
**School District:** Chappaqua  
**Amenities:** This three-bedroom, two-bath colonial on 0.22 acres is in the center of town, making for easy access to Metro-North, the Saw Mill River Parkway and shopping. New kitchen with sliders to a porch and a patio. Also: fireplace, newly painted interior and exterior; energy-efficient windows; California closets.

**Annual Taxes: \$11,819**

**MLS # 4431081**

**Listing Agent:** John Buckley at Douglas Elliman Real Estate, Chappaqua, 914-227-4201, john.buckley@elliman.com.



**\$319.**

## MOHEGAN LAKE

**Address:** 1552 Wene  
**School District:** Lak  
**Amenities:** New co  
has cherry maple  
living room and di  
wall carpeting in  
Andersen window  
oil tank and 200  
Nine-hundred s  
ished basement  
space with a s  
**Annual Tax:**  
**MLS #** 44319  
**Listing Age**  
war of Cold  
Hudson, 97



# Can I see my Subtotal Please?

What can I take off?



# Passion -- Jason Michael & Eric David















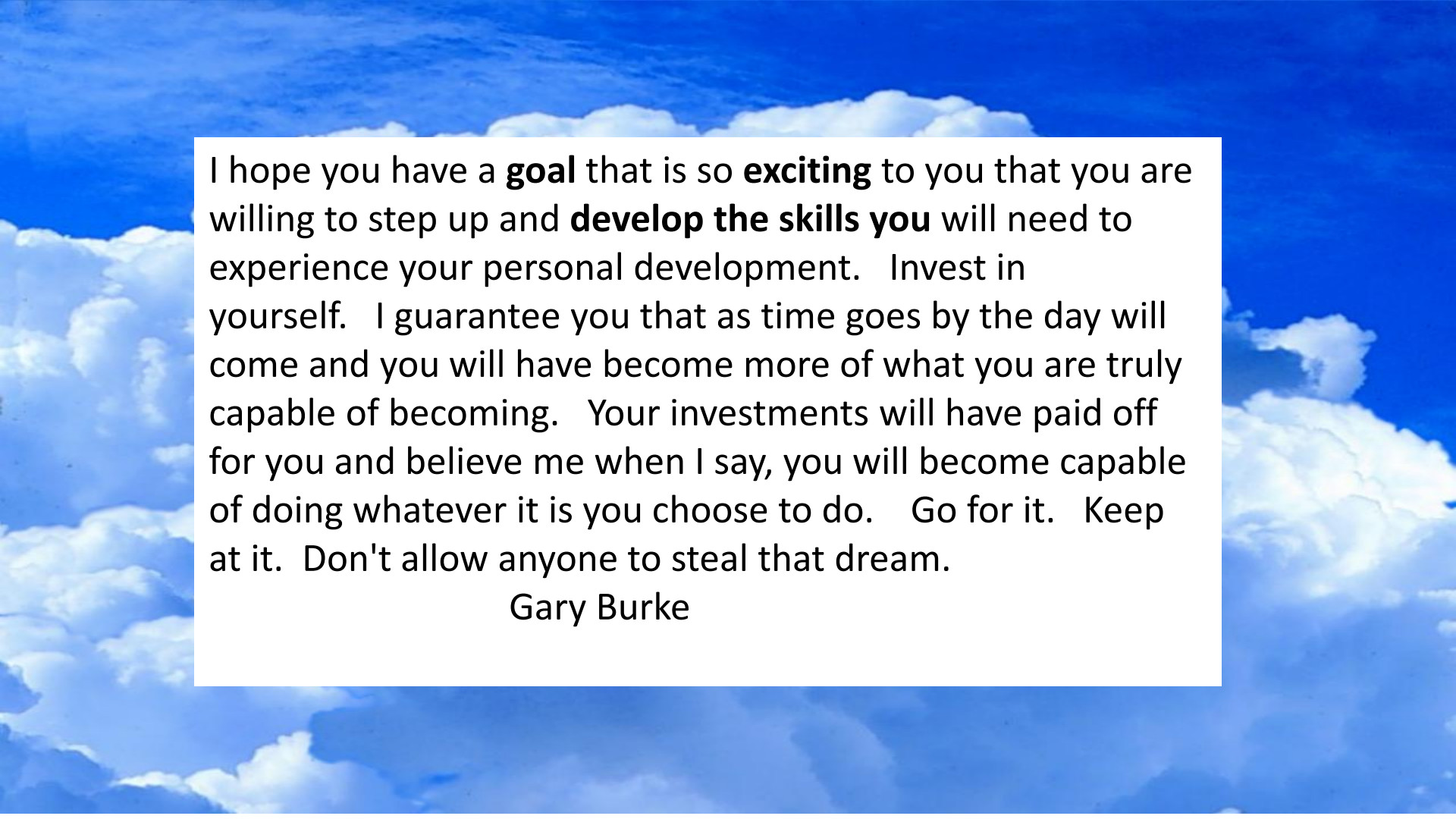










A background image of a bright blue sky filled with soft, white, fluffy clouds. The clouds are scattered across the frame, with some appearing closer and more detailed, while others are further away and more ethereal. The overall tone is positive and uplifting.

I hope you have a **goal** that is so **exciting** to you that you are willing to step up and **develop the skills you** will need to experience your personal development. Invest in yourself. I guarantee you that as time goes by the day will come and you will have become more of what you are truly capable of becoming. Your investments will have paid off for you and believe me when I say, you will become capable of doing whatever it is you choose to do. Go for it. Keep at it. Don't allow anyone to steal that dream.

Gary Burke



## Our Personal Goal in Shaklee

The greatest legacy, we can leave is a down line of people who are happier, healthier and more successful because of our efforts.





GAYLORD OPRYLAND

Team  
Toovell



**“The best way to predict the future is to create it..”**

*~Dr. Forrest C. Shaklee*





What if we  
could dream  
again?



# What are your DREAMS?

## More family time?



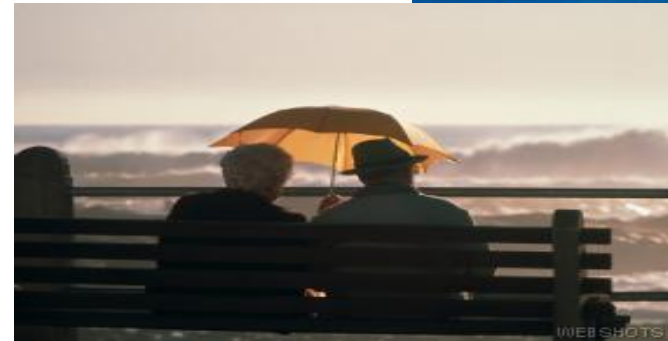


# What are your DREAMS? Toys?



# What are your DREAMS?

## More Free Time?





# What are your DREAMS?

## Recreation?



# What are your DREAMS?

## Vacations?





# A Shaklee Dream Board

Refer to page 16, 17

**What do you want?**

**How much do you want?**

**When do you want it?**

*I am receiving, I am receiving all the good that the Universe has for me.*

# Have You Ever Set Goals for Yourself?

- Education?
- Job? Career?
- Income?
- Spouse?
- Family?
- Home/Car?
- \_\_\_\_\_?

Or Did All This Happen  
By Chance?

What Happened?



# Importance of Goals

You are bringing your future into the present so you can do something about it.



# Importance of Goals



- Goals are dreams that are written down with a definite timetable
- Without goals there's no direction to your efforts
- Goals help you focus (avoiding aimless wandering or procrastination) on income producing activities
- Dream (goal) board or scrapbook



# Planning Your Success

Your Goals Determine Your Level  
of Activity and Action



## Guidelines to Follow:

- Commit your goals to paper
- Distinguish between daily, monthly and yearly goals
- Create long term goals (1 to 5 years) so you won't be overcome by daily frustrations
- Break your goals into daily increments
- Be specific – include dates
- List the benefits that you'll receive when you achieve each goal
- Identify the obstacles that stand between you and the completion of each goal.







## Guidelines to Follow:

- Set big but reachable goals...goals to create excitement and challenge. Don't be afraid to stretch yourself
- Be mentally prepared to discipline yourself to take the necessary steps to reach your goals
- Be absolutely convinced that you will achieve your goals
- Visualize that you have already reached your
- Write an action plan to complete each goal



# Personal Goals

- Be my own boss – by when?
- Be financially secure/retirement
- Have more time for my family
- Have greater job satisfaction
- Help others feel better
- Set my own schedule
- Get out of debt
- New car/home/ furniture/
- Private School



# Business Goals

- Rank goal – Director, Coordinator - by when?
- Sponsoring goal – business partners, members – by when?
- Appointments – how many per week?
- Monthly product & business points
- Incentive trip qualifications



# TRAVEL THE WORLD



**Bora Bora**



# Goals:

- 1) Director
- 2) Maui
- 3) Shaklee Bonus Car
- 4) Move Up in rank

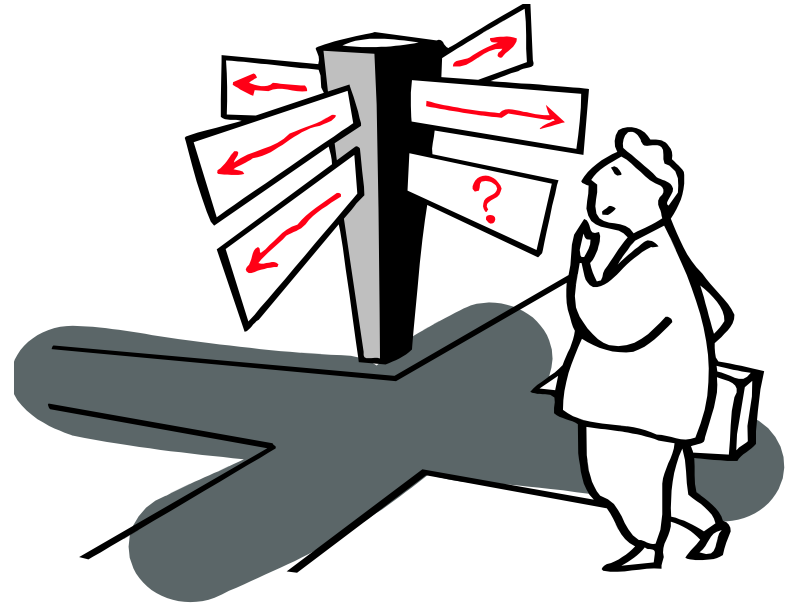
# Creating Your 90 Day Plan!

September, October, November 2014



# A Plan Is: A Method of Proceeding

- A Blueprint
- A Roadmap
- A Game Plan
- A Path





# Map Out Your Path to Success By Answering These Three Questions:

- What do I **want** for my family and myself?
- How will my business help me get what I want?
- How will it improve my life and the lives of others?



## 2 Questions to Ask:

1. What am I going to do?
2. How often am I going to do it?



# Why a 90 Day Plan?



- 90 days is about as far as most people can envision. Focus!
- Can review it every week to measure progress. How am I doing?
- Make SMALL adjustments to stay on track. To be more effective.



# Design Your Plan...Around Desired Results

- Your monthly volume: 5,000 PV? 10,000 PV?
- How many new directors? (consider identifying 3 serious builders every 12 months)
- Making consistent progress
- Meetings, Conference calls, In-homes, Internet
- Become an effective leader  
( include leadership development program for you...as well as your group)



# Presenting Shaklee

**Earn Income**

3-5x a  
week

**Use the Products**

0x a  
week or  
month

What are your goals?  
What do you want?

**Casual  
Distributors**

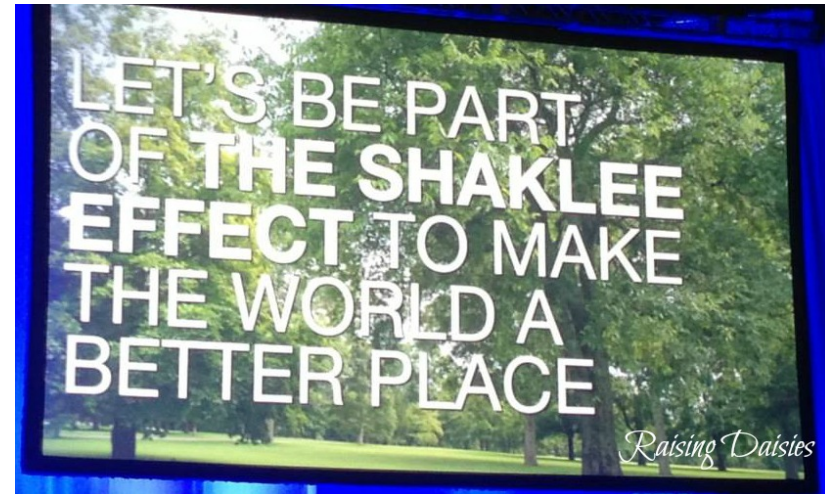
3-5x a  
month



## Options to Share – What Are You Passionate About?

A combination of:

1. Shaklee 180 Turnaround Parties
2. Shaklee Effect Presentations
3. Healthy Living Events





# My Goals for the Months of \_\_\_\_\_, \_\_\_\_\_, & \_\_\_\_\_ 2014

*The difference between a wish and a dream is a written, realistic goal!*

**Short Term Actions** (small stepping stones to your dreams)

MY Goals	PGV	Distributors
<b>#1</b> (30 day action)	a <u>500 – 1000 PV</u>	b _____
<b>#2</b> (60 day action)	a <u>1000 – 1500 PV</u>	b _____
<b>#3</b> (90 day action)	a <u>1500 - 2000 PV</u>	b _____

I will qualify as a new (**Fast Track**) **Director** (100PV, 2000PV) by \_\_\_\_\_

I will qualify as a new (**Fast Track**) **Senior Director** by \_\_\_\_\_

I will qualify as a new (**Fast Track**) **Coordinator** by \_\_\_\_\_

I will qualify for \_\_\_\_\_ by \_\_\_\_\_

**Your short term actions will begin to make your *DREAMS COME TRUE***

# Design Your Goal Board, Goal Book, or Business Plan

1. Know what **YOU** want, who you **ARE** and What **YOU** are willing to do
2. Make it **personal, fun, visual** as well as **BUSINESS**
3. Share it with your family
4. Set a **Rank Goal- PUT A DATE**
  - \*determines your income
  - \*shows how many people you have helped
5. Set a **Monthly PGV** and **Sponsoring Goal**
  - \*1000, 1500, 2000-2500 **10 to GROW, 13 to EXPLODE**
  - \* Your quest of 3 and 10 and do it again- 3 Golds and 10 members
6. List your focused **MONTHLY** activities
7. List the people you will contact **MONTHLY** from your list.
8. Goal of two conversations a day/Maria Shriver
9. List your **MONTHLY follow up** activities



# Making Adjustments

DO SOMETHING  
TODAY THAT  
YOUR FUTURE  
SELF WILL  
THANK YOU FOR.

- What if the plans aren't working ?...
  - Review the plan with someone who is successful
  - Make appropriate changes
  - Keep working on you .. As you get better...so does your business.
- What do you do at the end of the 90 days?

Create your next 90 day plan.

Remember, it's about making progress.

YOUR LIFE  
ONLY GETS  
BETTER WHEN  
YOU DO.  
WORK ON  
YOURSELF AND  
THE REST  
WILL FOLLOW



# Accountability Calls

If the builder is a downline of one of your business leaders, we ask for the upline business leader to be on the call as well. The upline leader sets them up.

## **Structure --Schedule once a week for 4-6 weeks and re-evaluate**

- ☐ Share Gratitude. What are you most grateful for this week?
- ☐ Share challenges, concerns or questions.
- ☐ VERY IMPORTANT: **LET THEM TALK and YOU LISTEN—"TELL ME MORE"**
- ☐ Ask them to remind you of the PGM and sponsoring goals they set for the month, being on track for next rank
- ☐ Who did they speak to last week, and do appointments with? - share
- ☐ Who are they reaching out to this week? Discuss approaches.
- ☐ Remind them of next week's accountability call.





Be part  
of the effect<sup>™</sup>

# MindWorks Dialogue

I am calling to ask who you may know who may want to hear about ways to help improve brain function ... and memory ... focus, concentration .. An all-around healthier brain.

Shaklee just introduced a very interesting new product called MindWorks .. That improves connections between neurons in the brain...

And that's the key to being smart ...and quick –thinking .. With good cognitive function!

I am assembling information about causes of cognitive decline .. And what we can do for prevention... so I have 3 options for you ..

- Would you like to learn more about MIndWorks or would you like to order some now?
- Would you like to attend a Wellness Webinar on this subject ( or an archive)
- Would you like to set up a gathering with your friends .. Or a conference call .. Called “The Mind You Save May Be Your Own” & receive your MIndWorks FREE.



## Action Steps – Session 4

- Define your purpose for developing a Shaklee Business and set up clear specific 90 Goals .. Where you want to be by the end of December... PV, # of members, # of distributors, sponsoring points for power bonus or incentive trips...
- And help your downline distributors do the same.
- Consider setting a goal to contact 20 people regarding the new Blood Pressure ( Arterial Health) or Mind Works product . Invite guests to Monday's Wellness Webinar on The Mind You Save May Be Your Own.

Next Week...  
Springing Into  
Action