

Impact 1,000,000 minds

Help us raise awareness and support for brain health research.



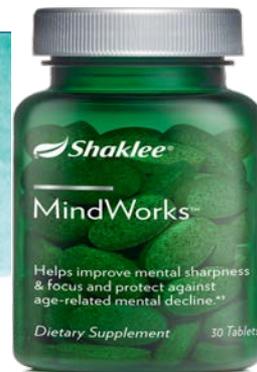
MindWorks™
CHALLENGE



CHALLENGE ISSUED

At Shaklee Live in Long Beach, our friend Maria Shriver challenged us to use our blockbuster new product MindWorks™ to raise money for brain health research.

For each bottle of MindWorks purchased, Shaklee will donate a portion of the proceeds to fund brain health research through a university research grant program.

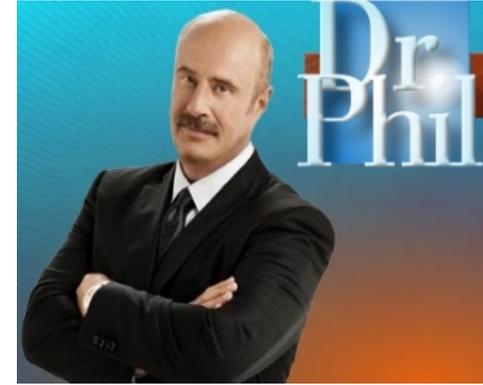


+ **CogniFit**
Brain-Training Software

Shaklee MindWorks on Dr Phil Week of Dec 5!!

From The SHAKLEE EFFECT Facebook group page:

- Exciting opportunity for you and your team to introduce Shaklee and MindWorks to a wider audience
- And support our efforts to fund much-needed brain health research.
- Viewers will be offered a “Show Special” of \$99.90 for 2 MindWorks, free membership and free shipping ...
- Those who purchase will then be assigned to a **Shaklee Director** who has sponsored 2 new members within last 3 months.... **AND** is registered for the Cleveland Global Conference. 2015.



+ **CogniFit**
Brain-Training Software

Preparing for Dr Phil Exposure NOW

Tools and training are being developed so we can take full advantage of this!

- It's time to get our Shaklee logo shirts ordered (Shaklee Spirit Store at MyShaklee.com)
- Our Personal Websites (PWS) shaped up
- Our teams in place,
- Our emails ready
- Our handouts printed (coming soon)



As [Clinton B. McKinlay](#) said on FB THE SHAKLEE EFFECT, whether or not you get leads...we will get to share the video of the show and help a lot of people! **"However, remember that of all the people who came in due to Oprah, those that came in through organic reach outs as opposed to cold leads from the show had a 10X higher retention rate! Reaching out with video assets and pure enthusiasm is a sure fire way to leverage this, with or without leads."**

Mind Works Promotions In Conjunction with Dr. Phil Show airing through 12/31/14



New person who joins with **1 bottle of Mind Works** receive **FREE membership** to save 15%.

New person joins with **2 bottles of Mind Works** receive **FREE membership** to save 15% and **FREE shipping** (up to \$9.00).

New person who joins with **2 Mind Works** will get **FREE Membership** to save 15%, **FREE Shipping** (up to \$9.00) **AND FREE 60-count Omega Guard** when order one of the Product Regimens within 45 days of join date.

Existing person who orders 2 bottles of Mind Works receives **FREE shipping** (up to \$9.00).

Shaklee Offers Veterans Free Distributor Kits

Shaklee will provide a free business kit (\$49.95 value) to veterans in honor of their service to our country.

This offer is valid from November 17, 2014 until March 31st, 2015 with proof of military service.



Supporting documentation can be faxed to 925-924-3888 or emailed to fieldsupport@shaklee.com. Promotion Code VETERAN

Please contact Shaklee at 1-800-Shaklee (1-800-742-5533) to redeem this offer.

Report from Regional – Kicking Into High Gear

Kristen Jakubowski



- Lessons learned -- 900 people ... importance of attending area and regional events .. For energy .. For ideas .. For insights when you get stuck ... for fun ...
- Craig Cushman -- the answer is within you-

No matter what stage your business is at, you will gain something from attending (ie: business slow? get tips on how to generate new life into it - get back to basics and get energized! Business good? then spread what's working with those around you - be the catalyst for someone else - share ideas and energy!)

-Be with the people! I'm continually amazed how approachable Shaklee executives are! I spoke to Elena Panos, Joe Torres and Craig Cushman (my fav) about MY BUSINESS! And did I mention that ROGER BARNETT chatted with me?? They really do care about each of us. That on top of the teammates and extended family that are there...valuable conversations.



Jennifer Lee – already at 2000 by mid-month ... sponsored a new member ... and working on plan to appoint her first Director .. All in her second month.

Report from Chicago Regional Stephanie Bruce

- Set up a game plan for 1 activity per week (facebook event, play date to talk about Shaklee, etc)
 - Incorporate the Holiday Season:
 - Gift Guide
 - Events tailored around New Year New You/Weight Loss
- -Team building: challenge your team to meet the SAME goals that you set for yourself
- set up a Grand Opening the following day ... for her new distributor Renee .. Sponsored a new Gold distributor and several new members !

Teaming Up Fall 2014 –Lesson 12
The Shaklee Story – 100 Years of Creating Healthier Lives
November 20, 2014

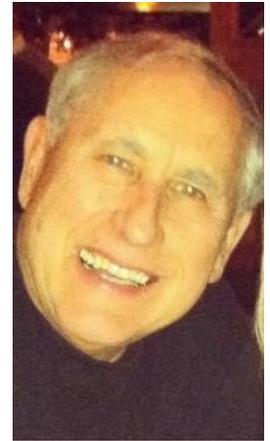
Senior Executive Coordinator
Lisa Anderson



Senior Coordinator
Katie Odom



With Special Guest :
Senior
Master Coordinator
Don Simecka



Face Book
Posts of the
Week

Post Thanksgiving 5 Day Reset!

Do you tend to put on a few pounds over the holidays?
No problem! We've got you covered. :)

When: Dec 1-5

Why: Because you might eat & drink too much over the holidays, your clothes might suddenly be too tight & you might feel sluggish.

What: Reset (or maybe even finally create) those healthier habits, detox from overindulging, lose some unwanted pounds, feel better.

All you need:

1 Foundations Kit

* order qualifies for FREE

1 Bottle Liver Detox

Membership and you save 15% off the total price. We love discounts!

1 Bottle Herb Lax

1 Bottle Alfalfa

Current Members please visit www.myshaklee.com

New Customers please contact your favorite Shaklee Business Owner to order

Don't Miss Out! Order by 11/21

*immediately added to our Closed Facebook Group upon purchase



lisa

Search

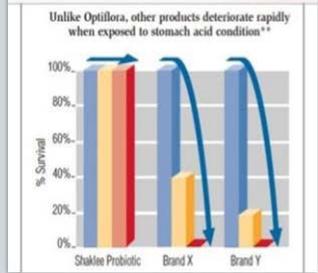
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Search



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Did you know 70% of the immune cells are in the intestinal tract? Did you also know that many probiotics you buy at the store only deliver a small amount of bacteria to the gut before being destroyed by your stomach acid (see below what makes Shaklee's probiotics a guarantee of live beneficial microflora). This is so many of my friends favorite product to help digestion/regularity, immune support, skin issues, allergies, and more! Besides a multivitamin, I feel a probiotic is one of the most important supplements you can be on to support your immune system (especially during cold and flu season). This advanced colon care system contains Acidophilus and Bifidus, essential friendly bacteria that ideally live in our lower intestines. Research shows, however, that most adult Americans

Bifidus, essential friendly bacteria that ideally live in our lower intestines. Research shows, however, that most adult Americans only retain about 15% of these microflora, rendering our bodies (and especially our immune systems) vulnerable to toxic build-up. The Optiflora system also includes the prebiotic FOS and inulin to provide nutrients that selectively feed the good microflora for rapid colonization. It is the only product of its kind to guarantee delivery of live beneficial microflora to the intestines, due to its unique triple encapsulation that protects these essential bacteria (inner core) from the acidity of the stomach (outer layer), oxygen and moisture (middle layer) until released in the intestine. — with Colleen Sperando and 2 others.

Write a comment... Post

Write a comment... Post

Write a comment... Post katie

Michelle Parrott

HOLIDAY IMMUNITY PACK:

FREE SHIPPING OR FREE MEMBERSHIP OPPORTUNITY!!!!

These items are in my medicine cabinet ALWAYS during the cold/flu season! I WILL NOT ever run out! Last year I ran out of garlic and it took almost a MONTH to get it bc everyone stocked up and it was on back order! Won't be happening this month! Money well spent to have all these things on hand when a cold/flu rears it's ugly head.

Message me if you'd me to place an order for you so you can be prepared as well. Want to purchase now? [Click here](#)

katie

Sustained Release Vita C 500

- First sustained-release vitamin C to use all day and waxes... slowly releasing the whole vita over 5 hours.
- The role of Vitamin C
 - ✓ Antioxidant
 - ✓ Natural antihistamine
 - ✓ Builds connective tissue (tendons, ligaments)
 - ✓ Helps reduce risk of cataracts
 - ✓ Helps reduce allergy symptoms
 - ✓ Helps reduce risk of proliferation of cells
 - ✓ Commonly used in prevention of colds and flu



Cornell Nutriferon Study

Nutriferon...

- Comprised of 4 plant extracts that naturally stimulate production of interferon... a KEY component of the immune system.



Premium Garlic Complex

- Potency of fresh raw garlic without the odor
- Patented Shaklee Guard ensures quality and freshness
- Odor-controlled from:
 - Gentle low temperature drying process
 - Spearmint and rosemary extract
 - Formulated to release allicin (active ingredient) lower in intestinal tract



Just
drop,
drink,
and
enjoy!
#StayHealthy

HOLIDAY IMMUNITY PACK

1. Sustained Release Vitamin C
 - * releases Vitamin C over a 5hr period
2. Nutriferon
 - * Stimulates production of interferon naturally
3. Premium Garlic Complex
 - * Anti-viral, anti-bacterial, anti-fungal with no odor
4. Defend & Resist
 - * Take immediately at onset of a cold or virus
5. Vitalized Immunity
 - * High potency, immune-protecting delicious orange drink

* Current members will receive FREE shipping with this pack
* & new customers will receive a FREE membership! (\$20 savings!)
* Please contact me to buy your Holiday Immunity Pack today! *



What would you say to
THIS!!!???

Regarding article on Dangers of Soy
forwarded by a customer

FaceBook Post of the Week

[Harper Guerra](#) As for the post itself I
wouldn't "get into it" publicly
though.

I would respond "I have a lot of
research that's led me to really
value soy when grown and
produced properly (key). I'll send it
to you."

That way you don't stir up a hot war
but others might pm you for the
info too. katie

[6 hrs](#) · [Like](#)

Objectives for Session #12 – The Shaklee Story -- 100 Years of Creating Healthier Lives

- To provide you today with the threads that have made up the fabric of Shaklee .
- To step back into our Shaklee family history ... and learn about the incredible achievements, contributions and milestones that have advanced not only this company, but the entire field of nutrition, health , wellness and prevention.
- To understand what a unique business model Dr Shaklee created in which the more you helped others, the more you advanced... based on cooperation, not competition.
- To understand how our history has contributed to what makes Shaklee so different and well respected...
 - In its culture, its values, its style of doing business, lisa
 - its commitment to science , technology and innovation.
 - its belief in opportunity for everyone .. To grow & learn & succeed & prosper.



The Enduring Dream ... The Story of Shaklee Corporation



Senior Master Coordinator
Don Simecka

The Enduring Dream – The Story of A Company True to Its Mission and Purpose for 60 Years



The Shaklee Story begins with the life and vision of Dr Forrest Shaklee...
who believed in 2 simple philosophies:

1. That the best way for each of us to improve our life ...
Is to care about the lives of others.
2. That Nature held the secret of how to live healthy, fulfilled lives.

From a small family business in 1956, Shaklee Corporation steadily grew to a multi-national, billion dollar company .. All through a word-of-mouth marketing plan based squarely on the Golden Rule.



Dr Forrest Shaklee – A Man Ahead of His Time

Always Curious, Always Eager To Learn

1894-1985

Born with tuberculosis, “My parents refused to accept the predictions of the doctors that I would not survive. They moved to a farm in northern Iowa where the fertile soil could produce the nutritional substances my body needed.”

As soon as he could stand, his father began exercising his tiny arms and legs .. Alternating with bed rest .. And walks in the woods.. And he grew and got stronger... and so he came to experience the healing power of good nutrition from the family garden, a healthy environment and exercise.

And thus the Shaklee philosophy of Living in Harmony With Nature was born.

A Life-Time of Accomplishments

- Graduated Palmer School of Chiropractic ... “ I didn’t become a medical doctor because ... they are interested in treating disease ... I am interested in building health.”
- Experimented in his laboratory – to learn how certain foods related to overall health.. Concentrating vegetables to make supplements he called “ Vitalized Minerals” .. And thus the first multi vitamin was created.



Established his dream of a health clinic with chiropractors, osteopaths, internists, general practitioners and surgeons... the Shaklee Clinic. 1924 in Mason City, Iowa. He formulated food supplements for his patients and developed healthy dietary regimens.

Was asked to deliver sermons at the Christian Church ... Lead to Ordination as a Minister and received his Doctor of Divinity degree in 1933.



The Birth of a Company



- Tragedy struck in 1929 ...fire burned the clinic to the ground
- So Forrest built a motor home ...with bunks, an ice box, and packed up the family and took off to see the country .. And Oakland, California .. Where he opened another successful clinic... with nutrition at its core.
- Lectured on nutrition... sometimes on the radio
- 1956 – with his 2 sons, founded Shaklee Corporation.. Grounded in the philosophy of Thoughtsmanship (What you think ... you look, you do , you are), and the Golden Rule.

The Growth of The Company



1956 to 1980 – The Family Years

1980 to 1989 – The Era of Becoming Fortune 500 and traded on
New York Stock Exchange

1989 to 2004 --The Yamanouchi Years – The white knights that
saved the company from corporate raiders

2004

The Roger Barnett Era – international
expansion and billion dollars in sales.



Roger Barnett – The Next Visionary Leader Arrives

- After 5 years and \$20 million researching his next business venture.. Working with a team of analysts and business experts ... his search brought him to:
 - the home business industry
 - the health and wellness industry
 - Shaklee Corporation -- the crown jewel of both of those industries.
- In his first 10 years, Shaklee effect spread more broadly than ever ... expanding globally including China and India.. And reached his first goal of becoming a billion dollar company.
- Recognizing that Shaklee can serve as an agent of change, Roger believes when the company is represented by 10 million distributors worldwide .. It will become the greatest force for social change in the world.
- My goal is for Shaklee to be the first company to solely receive the Nobel Peace Prize because Shaklee contributes to health, and income and sustainability... the 3 elements essential for peace.



Contributions

What Makes Shaklee Different?



- To the science of nutrition
- To state-of –the-art Norman, Oklahoma manufacturing plant
- To creating a new business model that rewarded people for helping others to grow .. With no limits to achievement .. opportunity for anyone .. regardless of education, work experience, age, social status, financial background, gender or race .
- Of a philosophy of how our thoughts can affect our lives.
- A business model of doing well by doing good for others.
- A culture of working in teams, sharing ideas across sponsoring lines
- Setting highest standards for the industry as a whole for supplement manufacturing .. Best practices benefit entire industry



A Legacy of Science & Innovation



- James Scala, PhD
- Jim Whittam, PhD
- Jamie McManus, MD
- Bruce Daggy, PhD
- Shaklee Scientific Advisory Board
- Collaboration with Nobel Laureates including Elizabeth Blackburn
- Over 100 published scientific peer-reviewed studies

50 YEARS OF PRODUCT INNOVATIONS

#1 Natural Nutrition Company in the U.S.



Vitalized
Minerals
Multivitamin



Liquid-L
Non-phosphate laundry
detergent



Basic-D
phosphate free dish powder
Enfuselle



Basic-H
biodegradable
cleaner



EPA
EPA Fish
Oil Supplement



Original
Instant Protein
Soy Protein Isolate



Sustained Release
Vita-C[®]
plant based sustained
delivery system



Minerelles



Nutriferon



Vitalizer



Vivix[®]



Cinch[™]

\$250 Million Invested in Research &
Development

Over 55 Patents & Patents Pending

ALWAYS GREEN

Shaklee Lead The Environmental Movement By Example



Basic H
& L



Shaklee
selected by
Cousteau



1 million
trees in
Nepal



Shaklee
selected for
Biosphere 2



Arctic Ocean
Exploration



Award
Winning World
Headquarters



1st Climate
Neutral™
Certified
Company



EPA
Climate
Protection
Award



1 million
trees in US
& Kenya

Shaklee is the 1st company in the world to be Climate Neutral™
Certified to offset 100% of carbon emissions

ALWAYS WORKS

Shaklee Guarantees Utmost Effectiveness

Fueling Extraordinary Feats Of Human Performance



Mount Everest

First American ascent without Oxygen

Voyager

1st non-stop flight around world

Will Steger

Polar Exploration

Daedalus

First human powered flight across Aegean

NASA

AstroAde used since 1993 by Astronauts

US Ski Team

11 Gold Medals, 7 Silver and 4 Bronze

7 of Time Life's 25 Greatest Adventures of All Time Were Powered by Shaklee Products

59 GOLD MEDALS
30 SILVER & 15 BRONZE

Landmark Supplement Study

The Univ. of California Berkeley School of Public Health clinical study shows that people who used Shaklee supplements had **markedly better health** than people who used other brands of supplements or no supplements at all.

** ex.: "Shaklee users" had 2.9 cases of diabetes per 100 people whereas "single multivitamin users" had 11.1 cases of diabetes per 100 people

"The study results were very impressive and support the potential benefits of long-term use of dietary supplements."

Gladys Block, Ph.D.,
Professor of Epidemiology &
Public Health Nutrition &
renowned nutrition researcher

According to the American Pharmacy Association ...the average number of prescriptions per year for people **under age 65 is 12.2 and over age 65 is 19.2!**

The average for people using Shaklee is 0.6

“Your past means nothing ..
Unless it helps you design a better future.” Jim Rohn

There were many challenges over the years ... radiation exposure that threatened his life, clinic fire that destroyed all his nutritional records and research, death of first wife struck by a car, food supplement plant explosion, runaway growth beyond the expertise of Dr and the 2 sons.

Because of the strength of Dr Shaklee’s belief in the power of positive thinking, he found a solution to every problem ... and Shaklee Corporation survived all the changes in technology, in the marketplace, in competition, etc .. And it is a lesson and model for us .. That we can overcome challenges too.

barb

**CHANGE
IS GOOD.**

**You go
first!**



Lessons From The Legacy



Shaklee's history now takes us into the future.

- This legacy now positions Shaklee as **a trusted resource** ... in a world of discriminating consumers .. who are flooded with information and hype.
- Shaklee's entire history has been grounded in science and research from Day One...more important than ever today... and creates the Shaklee Difference that sets us apart .

And regarding challenges ---

We have models of 2 amazing individuals who demonstrated their willingness to be persistent in pursuing their goals and visions ..

From the past with Dr Shaklee to the present with Roger Barnett .. Who was unwilling to take no for an answer when seeking to purchase the company.

They believed that a solution can always be found. jo



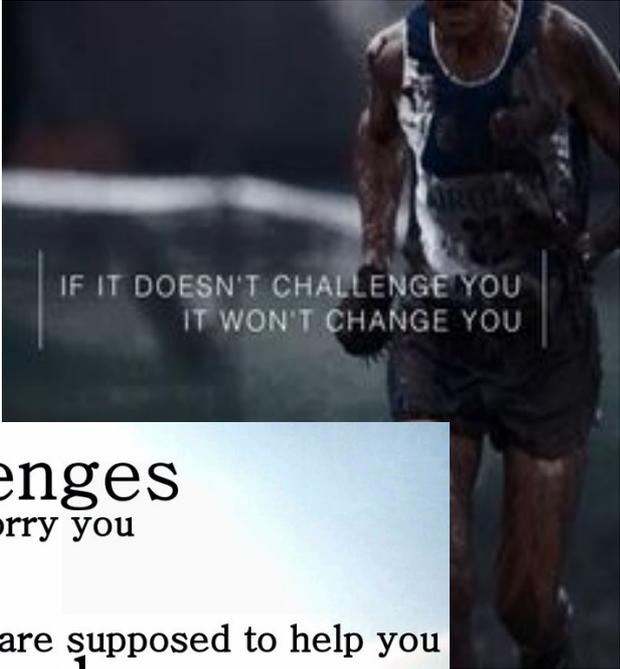
**LEADERSHIP
MEANS FACING
CHALLENGES
HEAD-ON**

Challenges are what
make life interesting.
Overcoming them is
what makes it
meaningful.

Life's challenges
are not supposed to worry you

they are supposed to help you
discover who you are

and how far you can go



IF IT DOESN'T CHALLENGE YOU
IT WON'T CHANGE YOU



Now its our turn ..



- To build on all this history .. All these accomplishments .. All this heritage .. To now create the next chapter of Shaklee Story ..
- To think about what role will you play
- What sense of purpose and mission will you carry within yourself .. Just as Dr Shaklee did .. And Roger does today...
- What is the mission of your business .. What do you want to create with your life ...
- And let's adopt the tenacity and conviction and commitment of these courageous and inspired leaders .. So that the next time someone doesn't get it .. We don't fold!

Katie/ Barb

Action Steps for Week # 12

- Maybe now is a good time to write or update the mission statement for your life and your business
- Think about what are you taking away from today that you would now want to include in your 2-minute story
- As we approach 2015 – when someone asks ...what do you do . You get to say... “ I have had the good fortunate to connect with the company that created the first multi-vitamin .. And this year we will be celebrating the 100th anniversary of that momentous event.. I am pretty proud of that legacy and everything that company stands for. “ 100 years ...nobody can say that
- FaceBook post –” I just learned the most inspiring history of Shaklee Corporation making me all the more proud to be associated with this remarkable company.”

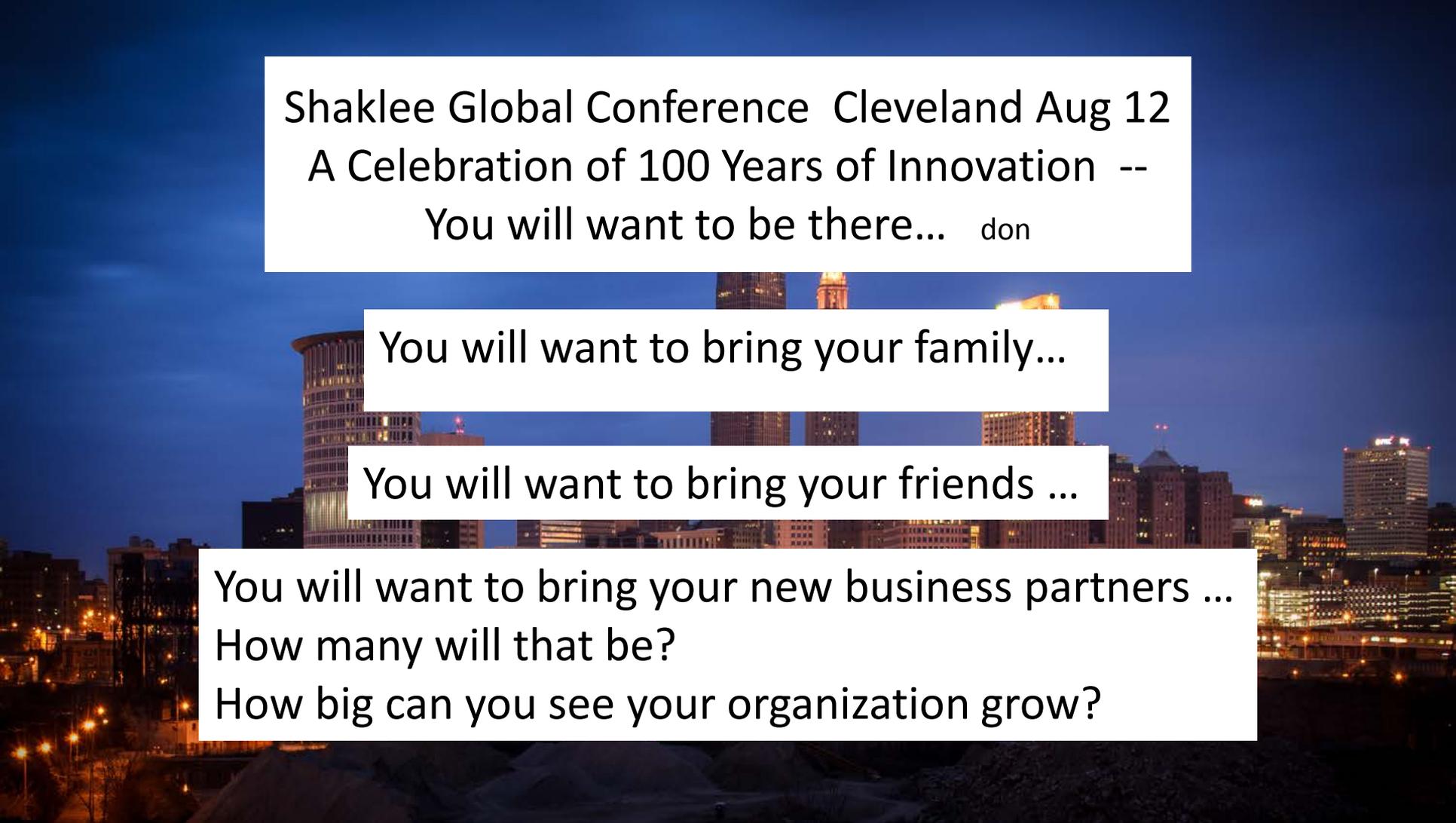
**MISSION
POSSIBLE**

lisa



Cleveland, Ohio – August 12-16th 2015

barb

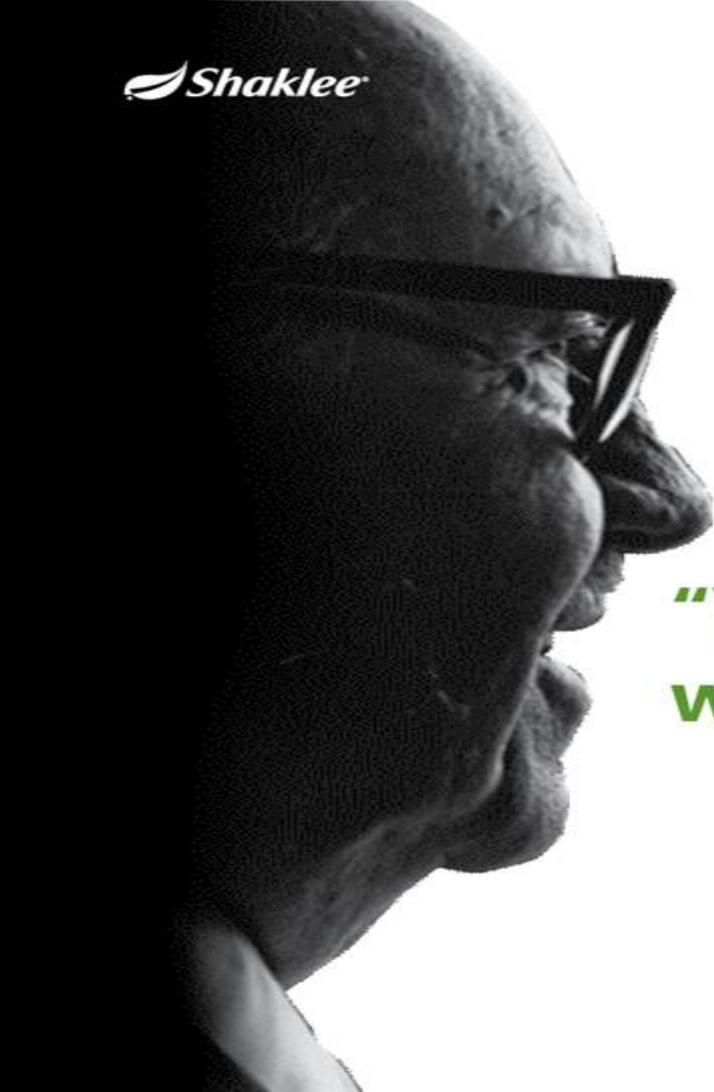
A nighttime photograph of the Cleveland skyline, featuring several illuminated skyscrapers against a dark blue sky. The lights from the buildings create a warm glow, contrasting with the cool tones of the twilight sky. The buildings are of various architectural styles, with some having distinctive shapes like the cylindrical Terminal Tower.

Shaklee Global Conference Cleveland Aug 12
A Celebration of 100 Years of Innovation --
You will want to be there... don

You will want to bring your family...

You will want to bring your friends ...

You will want to bring your new business partners ...
How many will that be?
How big can you see your organization grow?



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

— Dr. Forrest C. Shaklee

don

Happy Thanksgiving

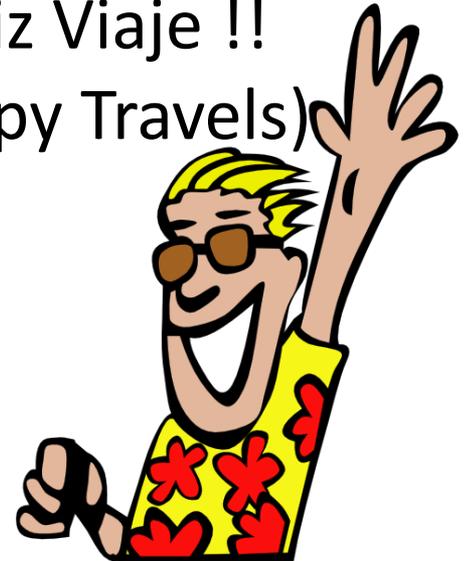
Next 2 Weeks .. No Training
Happy Thanksgiving

We return for our final session of Fall 2014 on December 11

And in case we haven't mentioned it lately ...
We are thankful for you...
Jo, Barb, Lisa and Katie

And those of you
who qualified for
Playa Del Carmen
Shaklee Dream Trip
.. Feliz Viaje !!
(Happy Travels)

jo



Monday Night Wellness Webinars

November 3 – Gary Burke – on home business benefits

November 10 – Headaches, Migraines and

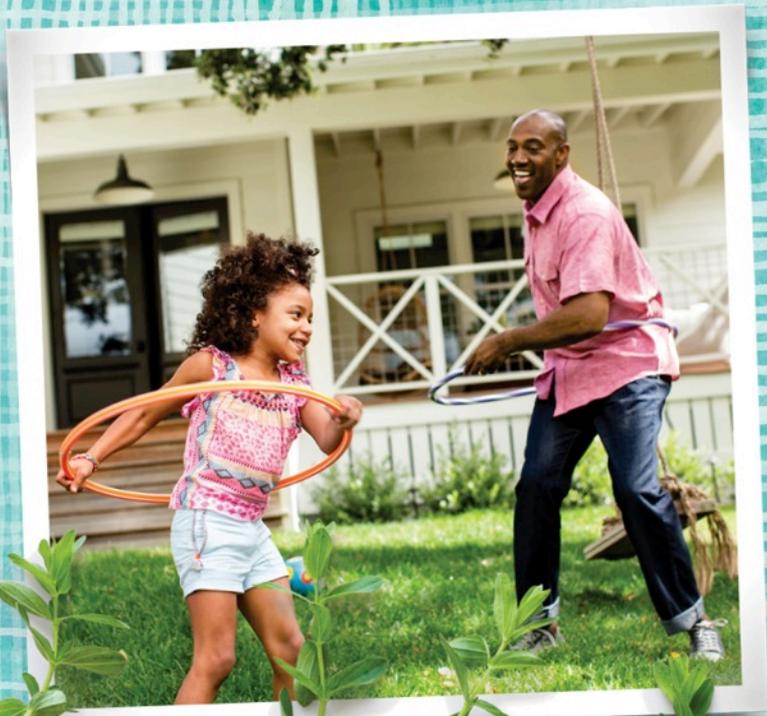
November 17 – Stress, Depression and Other Pressures on College Students

November 24 – Inside the World of Shaklee

December 1 – Gary Burke – benefits of home businesses

December 8 – NO WEBINAR-- Playa del Carmen Shaklee Dream Trip

December 15 – Sorting Through the Myths of the Ingredient Critics



Be part
of the effect™

 **Shaklee**
Creating Healthier Lives®