

Using Face Book To Create Community

[Sandy Dietrich](#)

[100 Shaklee Happy Days](#)

As I was searching for 100 days to amazing, I came across an idea. It was a [#100happyday](#) challenge! I decided to incorporate "100 happy days" with "100 Shaklee Amazing days!"

This is where we can post our Happy Shaklee moments! It can be pictures or comments - who is in for 100 days? (Until Nov 21st!)

17 NEW members in the group so far!



100 DAYS TO AMAZING FALL BUSINESS TRAINING 2015

Session #2

September Strategies for Growth

Master Coordinators
Jo Coogan & Barb Lagoni



Senior Executive
Coordinator
Harper Guerra



Becky Choate
Senior
Coordinator



Senior Executive
Coordinator
Lisa Anderson



Amazing

Objectives for Session 2 -- September Strategies for Growth

September is a pivotal month :

- For trip qualifications – we must achieve rank of Coordinator to qualify for Los Cabos trip and Executive Coordinator to qualify for Tuscany trip and HOLD the rank for 4 months ... Which takes us to December and the end of qualification period.
- Chairman's Retreat – to accumulate 10,000 additional PGV (plus PV of newly appointed Directors),
 - We will want to generate an additional 2000 PV a month until December...
 - So we will review a variety of ways to generate 1000 PV ...to help distributors reach rank of Director ... and to increase our customer base.
 - September is prime time for people starting new ventures
- We have been challenged by Roger Barnett to reach within and create something AMAZING by Nov 21 About 80 days left ... Let's discuss ways to make **September amazing**

100 Days to Amazing

*"If we did all the things we are capable of,
we would literally astound ourselves."*

---Thomas Edison

So Let's Look At ..

Our 100 Day Goal ...And 100 Day Plan

- We want to be sure our September activities are moving us toward our 100 Day Goal .
- So first question is ... Where do we want our business to be by end of December ... Then we will use our 100 Day Plan to get there.
- It is tempting to jump on promotions from the company (new Shaklee Life products, free shipping collections, integrated wellness programs , etc) .. But first ... we must decide the goal .. And then determine the path to the goal and which of the promotions fit into our 100 Day Plan.
- Otherwise the danger is .we confuse being “ busy” with scattered activity rather than focused moving-us-toward-our-goal activity.
- We want to be cautious of where we put our time.. And ask our distributors to put their time ... choose only 2 or 3 Face Book pages, conference calls, training sessions, etc.

Fast Track Strategy – Building Coordinators...not just Directors

2 Benefits to keep in mind when developing new Directors ... and being an advocate for them .. First Power Bonuses – which begin the day they become distributors or Gold Members (so best to have a plan in place with names to contact before purchasing any distributor kit)

- Fast Track Rewards
 - FT clock starts the month they become Directors
 - They receive:
 - \$1000 when they appoint new Director within first 6 months
 - \$3000 when they appoint 2 1st Generation Directors in first 9 months
 - \$5000 when they become senior coordinators within first 12 months
- When our “ REACH” exceeds our “ GRASP” ... It creates a different mind set ... That stretches us to see we are capable of much more than we ever thought ..and do something “ amazing” that Roger Barnett talked about

"A dream written down with a ***date***
becomes a goal.

A goal broken down into ***steps***
becomes a plan.

A plan backed by ***action***
makes your dreams come true."

One day **Alice** came to a fork in the road and saw a
Cheshire cat in a tree.

"Which road do I take?" she asked.

His response
was a question:



"Where do you want to go?"

"I don't know," Alice answered.

"Then," said the cat,

"it doesn't matter."

- Lewis Carroll, Alice in Wonderland

Free Membership Options

1. **Life Strip** (114 PV)
2. **Vitalizer** (55 PV)
3. **Life Plan** (Life Shake & Life Strip) (166 PV)
4. **Vitalizing Plan** (Life Shake a & Vitalizer) (111 PV)
5. **Rx for a Healthier Life with Life Strip** (Nutriferon, Shake, Strip) (172 PV)
6. **Rx for a Healthier Life with Vitalizer** (Nutriferon, Shake, strip) (168 PV)
7. **Shaklee Life Shake Family Pack** (2 30- svg bags) (11 1PV)
8. **Shaklee 180 Turnaround kit** (172 PV)
9. **Essentials Plan** (Vita Lea 60, (55 PV)
10. **Get Clean Kit** (50 PV)
11. **Nutrition Therapy Skincare Kit** (141 PV)
12. **Any 100 PV order**
13. **All Gold Business Paks**

6 Free Shipping Deals .. Good until Nov 20

Life Plan (Shaklee Life Strip and 2 canisters Shake) \$244.25 soy \$266.75 non-soy

Vitalizing Plan (Vitalizer and 2 canisters of Shake) \$ 159.95 soy \$183.65 non-soy

Essentials Plan (Vita Lea 60 tabs, Omega 90 cap, Life Shake canister) \$69.45 to \$76.45

Rx for Healthier Life -- all versions (from \$244.05 to \$261.61)

Shaklee Life Shake Family Pack (2 bags of Life Shake) \$159.95 soy or \$204.95 non-soy(save additional \$11 by ordering on autoship)

Shaklee 180 TurnAround Kit \$ 269.95 soy or \$305.50 non-soy

Tip – To save our members even more – add cleaning and laundry products to the Free shipping order

Free Shipping AND Free Membership Options

Life Plan(166PV) Vitalizing Plan(111PV) Essentials Plan (55PV)



**Rx for a Healthier Life
with Life Strip (172PV)**



**Rx for a Healthier Life with
Vitalizer (168PV)**



Family Shake Pack (111PV)



Turnaround Kit (172 PV)



Any Gold Kit



\$10 Deals—

With the Purchase of these 3 Collections (all can be customized with flavor of shake and Vitalizer options)

Deal # 1 : When you purchase ...

- **Rx for Healthier Life with Life Strip #89383**
(Nutriferon, Life Strip and Life Shake 89401)
- **Rx for Healthier Life with Vitalizer**
(Nutriferon, Life Shake, Vivix Liquid and Vitalizer # 89070)
- **Kosher #89080**
(Shake, Vivix, V Lea, Nutriferon, Osteo Matrix and B Complex)

You receive a coupon which can be used to purchase any product priced at \$100 or less .. For Just \$10 DOLLARS !!!

Deal #2

- When you purchase **Vivix and Vitalizer** use special item code # 89090
- When you purchase **Life Strip #21293 or #21294 (with iron)**

You receive a coupon for any flavor Shaklee Life Shake for only \$10 DOLLARS !!!

So Now Let's Understand How to Generate 1000 PV With The Deals ...

1. To Help Develop New Directors
2. To Increase Our Customer Base

Let's look at two 1000 PV generating strategies for September

1. With Product Collections
2. By identifying business partners who begin to Shaklee-ize their homes

Director Development Strategy –

Most leaders can generate 1000 PV through their circle of friends ..
But to extend to 2000 PV, we will want to meet the friends of our
members and distributors.

Back to School Packages



There are typically two things that parents are concerned about when it comes to their children starting school:

1. Their ability to stay healthy and not miss school days.
2. Their ability to stay focused, engaged and ready to learn during the school day.

Shaklee can help with both of these issues.

September – Back to School Collection

Suggested Word Track

To parents of school-aged children (pre-school to college) ---

May I ask .. “When you think about your kids now starting back to school ... what is of greater concern/ interest to you ... learning about ways to keep them healthy all through the school year .. And the winter so they are not missing school”

Or

“Learning about ways to help optimize their academics .. Their focus, their memory .. Their cognitive ability ?

Or both?”

Then:

You can invite them to something...

- An appointment with you to see what you have learned
- A conference call, webinar, 3 –way call, in-home, Face Book event

Back to School Collections

For Younger Children

For Immune Health 53 PV

Increditives 20 PV

Opiflora Caps 15 PV

Chewable C 18 PV
(or Vitalizing Immunity)

For Older Children, Teens, College – who can swallow pills

For Immune Health 53 PV

Vita Lea 120 18 PV

Vita C 16 PV

Optiflora Caps 15 PV

Germ Off Wipes 4 PV

For Academic Support 49 PV

Mighty Smarts 16 PV

Shaklee Life Shakes 28 PV

Non-Toxic Basic H 5 PV

Academic Support 57 PV

B Complex 120 16 PV

Omega Guard 13 PV

Shaklee Life Shake 28 PV

** optional ... Mind Works

1000 PV ON BACK- TO- SCHOOL COLLECTIONS

4 events X 5 attending = 20 families

(FB events, in-home, Health Chat conference calls, etc)

Or individual appointments, 3-way calls, archived webinars

20 families X 50 PV collection = 1000 PV

10 families X 100 PV collection = 1000 PV

The Deal –

#1 -- 100 PV order gives free membership ... \$20 saving

#2 – Essentials Plan (Omega, Vita Lea & Shake)

GIVES FREE SHIPPING AND FREE MEMBERSHIP ... \$40 savings
(add more products--especially Get Clean for more savings)

Packages for Moms

Good		Better	Best
Essentials Plan (50PV)		Vitalizer Plan (100PV)	Life Plan (150PV)
Possible Add-ins			
Get Clean Kit (50PV)	AM Repair & C+E PM Repair System (73PV)	Cleanser, Toner, Moisturizer and Masque (51PV)	
B-Complex & GLA (52PV)	Menopause Balance & GLA (40PV)	Metabolic Boost, Energy Chews & Energy Tea (59PV)	
4 boxes of Meal Bars (48PV)	Get Clean Water for a Year (50PV)	Nutriferon & Alfalfa (53PV)	



THE GOAL IS A BALANCED BUSINESS

For a stable business, work toward having:

1. Strong customer base – 20 to 30 active members for starters.
2. At least 2 business partners who are working toward Director and beyond.

Generating 1000 PV – Identifying Business Partners And Getting Them Started With Gold Kits

Creating a model of duplication

- Gold Paks become pathway to starting a business
- offering Gold Paks to 3 business partners recovers cost of Gold Pak
- Gold Paks teach new distributor the importance of “Shaklee-izing their homes and families”

1 option

\$349 Gold PAK/250 points

over
\$700
Value

- ✓ Life Plan Pak - 30 days
- ✓ Mindworks
- ✓ Basic H2
- ✓ Spray Bottles (3 pack)
- ✓ Life Shake Packets (6 Packets)
- ✓ Nutriferon



Business tools:

- ✓ New Distributor Kit
- ✓ Gold Ambassador fee
- ✓ 1 Regional Conference Registration
- ✓ 3 mo. PWS

Shaklee

Live
2015

\$649 Gold Plus PAK/500 points

2

option

over
\$1,200
Value



Business tools:

- ✓ New Distributor Kit
- ✓ Gold Ambassador fee
- ✓ 1 Global Conference Registration
- ✓ 2 Regional Conference Registration
- ✓ 6 mo. PWS

- ✓ Life Plan Pak (30 day)
- ✓ New Life Shake Packets (4 Packets)
- ✓ Mindworks
- ✓ Nutriferon 60 count
- ✓ Vitalized Immunity
- ✓ Stress Relief
- ✓ 180 Snack Bar Assortment (10 bars)
- ✓ 180 Pomegranate Tea
- ✓ Performance – Lemon Lime
- ✓ Energy Chews
- ✓ Hydrating Cleansing Lotion
- ✓ Enfuselle Dispensing Pump
- ✓ Hydrating Toner
- ✓ Time Repair A.M.
- ✓ Hydrating Moisturizer
- ✓ Germ Off Wipes
- ✓ Fresh Laundry Liquid HE
- ✓ Nature Brigh Laundry Booster
- ✓ Dish Wash Liquid 16 oz
- ✓ Basic H2
- ✓ Spray Bottles (3 pack)

\$1,049 Super Gold Pak Over \$2,200* Value (750 PV)

PRODUCTS

- Shaklee Life Plan
- Life Shake Packets (6 packets)
- MindWorks®
- NutriFeron®
- Vitalized Immunity™
- Shaklee 180® Turnaround™ Kit
- Performance—Lemon Lime
- Physique
- Energy Chews
- Enfuselle Nutrition Therapy Skin Care Kit
- Get Clean® Starter Kit

BUSINESS TOOLS

- New Distributor Kit
- Product Selection Guide (pack of 25)
- Product Guide (pack of 12)
- Live Well with Shaklee brochure
- Gold Ambassador fee
- 2 Global Conference Registrations
- 4 Regional Conference Registrations
- 12 Months PWS



ACTION STEPS – SESSION 2

SEPTEMBER STRATEGIES

- Create your September plan for becoming a Director, developing a Director or increasing your PV by at least 1000 .
- Set up appointments and events
Every 4 events generally produces about 1000 PV
(from those attending as well as in follow up)
- Use archived training sessions to build your team – See next slide for recommended sessions .

Importance of Using Archived Training Sessions

Key Objective of Our Business is ...

Duplication

Shaklee Summer School 2014: 8 Weeks to Director

#2 - Getting Started 101

#3 - Communication Skills to Master for Connecting with People

#4 - Inviting and Closing

#5 - Identifying Business Partners

#6 - Presenting Business Information

- Legacy and Leadership 2015 : Session #3 -- Getting your Distributors Started and Teaching Them How to Talk to People (January 29th)
- Teaming UP 2014: Session #9 -- Strategies to Generate 1000 PV (October 30)
- Skilling Up 2014: Session #10 March 4, 2014
Getting Started (This has some good business inviting dialogs)

Coming Up

🌿 Session 3 The Skill of Inviting

🌿 Session 4 Key Elements of the
Business Conversation

Monday Wellness Webinars

September 7– Presidential Master Coordinator Gary Burke and master teacher,

Will review the key benefits of a Shaklee Home business that have helped him and his wife, Faye, generate a \$400,000 income .. and the story of what he has learned along the way

September 14 – Young at Heart. And Everywhere Else – Life Plan for Healthy Aging

September 21 -- Dr Chaney on Shaklee Life Protein Shakes

September 28 – Power of Our Profession for Corporate Managers – Clayton Bruce

October 5 -- Presidential Master Coordinator Gary Burke and master teacher,

Who will review the key benefits of a Shaklee Home business that has helped him and his wife, Faye, generate a \$400,000 income .. and the story of what he has learned along the way

October 12 – David Colby, PhD Medicinal Chemistry, Professor

October 19 -- Shaklee Supplements – Key to Long Term Health – Bob Ferguson

October 26 -- The Power of the Profession .. for Speech Pathologists

- ✔ "MLM and direct selling programs also offer very low barriers into entrepreneurship, often providing training, support, and ample encouragement along the way. (Love you ShakleeMoms!) As retirees begin to realize they need activities that keep them busy, relevant, in good health, and connected to others, the time, energy and cost to participate in these kinds of companies make them very appealing to large segments of the population caught up in these dynamics."

"Many people don't realize that multi-level marketing companies are successful because they help people satisfy a number of important human needs, including feeling significant, having connections, learning something new, and making a difference. I have heard people in network marketing say again and again, 'I'm doing this because I'm meeting amazing people ... making so many connections ... and I feel so good about myself.'"

<http://www.businessforhome.org/2014/09/forbes-believes-mlm-is-one-of-the-most-significant-solutions-for-retirement/>**[Forbes Believes MLM Is One Of Most Significant Solutions For Retirement](http://www.businessforhome.org/2014/09/forbes-believes-mlm-is-one-of-the-most-significant-solutions-for-retirement/)**www.businessforhome.org Robert Laura, a contributor for Forbes.com, has recently written an article for the publication, sta...



Ashley Nichole McDonald

10 hrs · 🌐

June is our last month in Colorado & I would love to chat with YOU about your health or even life goals & how Shaklee can help. Just for meeting with me (or scheduling a phone call) I will give you a FREE Shaklee gift! AND if you order as a result of our meeting, I was also cover your shipping costs! Don't miss out on this awesome deal. PM me if you want in on this, my schedule is already filling up quickly. :)

Schedule a one-on-one Health or Business consult with me & receive a FREE Shaklee gift.

♥

Purchase products at our meeting & ALSO receive FREE shipping.

♥

(Up to a \$85 value depending on purchase)

♥Purelife.myshaklee.com♥

♥Guidedmovement.com♥



Like



Comment



Share

You, Hannah Green and 12 others like this

**Free
Energy
Chews
Challenge**



- [Stephanie Bruce](#) August 20 at 9:37pm Facebook Group for Members--- guys!! This group is taking off!! We started the group in Tuesday and Nate Steph Miller has since sold 5 Scour Offs and 2 Deodorants!!! And I have 3 members say they are interested in the deodorant!! Our members need to be engaged with!! Add them to the group!! I've blown away at the success we are having!!

Sarah Eckert is putting together a schedule of weekly product showcases - this is going to be extremely helpful!! Thanks for offering to do this Sarah!

Objectives for Fall 2015

Fast Track to Coordinator

- Fast Track Bonus Program Time Table begins the month a new Director is appointed.
- Significant bonus money is paid when the Director progresses to next ranks at these specified times...

Senior Director	within 6 months ... Hold for _? months Receive \$1000 over next _____ months
Coordinator	within 9 months Hold for 3 months Receive \$3000 over next ____ months
Senior Coordinator	within 12 months ... Hold for 3 months Receive \$5000 over next ____ months



Let's Help Our Kids Have ... Their Healthiest School Year Ever

Your Healthiest School Year Ever!

"Everyone knows back to school means back to germs!

But you and your kids absolutely DO NOT have to miss out on the fun that school and fall can bring while fighting off runny nose, after stomach virus, after nagging cough!

Join us to learn how to keep you and your family healthy and happy this school year!

BONUS: Are you a TEACHER!? Sick of getting every snotty nose those kids bring your way! This is for you too!"

Caitlin
Burnett



 Shah

Countdown to Cleveland

august challenges by Harper Guerra and Katie Odom! All are included in these! The first challenge is an invite challenge! From now until monday at 9am for every person you personally invite (phone is always best) your name will get entered to win a bag of energy chews!! See the examples attached for sample scripts!! Happy august!!!