

Monday Wellness Webinars

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 Becky
Choate

Nov 2 – Presidential Master Gary Burke on Benefits of Home Businesses

Nov 9 – Nutritional Connections to Headaches

Nov 16 – The Epidemic of Irritable Bowel Disorders

Nov 23 – Feeding Our Families for Good Health and Academic Excellence

A Popular Event That Results in New Members and New Distributors.. And Sales.

You're Invited!



Shaklee Life Shake Smoothie Workshop

14 Meals, Under 2 hours, About 250 Calories Each,
\$3.57 Per Meal

- 1** Bring a cooler and \$50
- 2** Prepare smoothies
- 3** Take home and place in freezer
- 4** Put in blender and add your liquid
- 5** **ENJOY!**

Senior
Coordinator
Pam Cary

 **Shaklee**

 **Live**
2015

Results from Pam's and Andrea Opalewski's Events

- 🌿 Last Sunday --4 people attended including the host.
 - 2 bought 14 smoothies for \$50 and 1 bought 7 for \$25.
 - I gave the host her 14 smoothies for \$25 for hosting the event.
 - The host became a member with the Life Plan and her mom became a member with the Vitalizing Plan. Not too bad!!
- Andrea Opalewski

100 DAYS TO AMAZING FALL BUSINESS TRAINING 2015

Session #5 The Role of the Leader in Moving People From Interested to Committed

Senior Coordinator
Becky Choate

Senior Executive
Coordinator
Lisa Anderson

Master Coordinators
Jo Coogan & Barb Lagoni



Live
2015

Amazing

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 continue to 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 59 days left ... WE have one more week to make **September amazing**

becky

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1000 PV Generating Idea This Week

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

This week -- Stephanie Bruce and Meredith Coleman
-- Parent Meeting at Day Care Center 500 PV
-- Neighborhood Shaklee Bunco Party

From Lisa Anderson's group -- Health Stories Conference Calls

lisa

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.

Stephanie Bruce, Jennifer Lee and Meredith Coleman

Let the good times roll...Come join us for a Mom's Night Out Bunco Game!! Starts at 7:30 and goes till 9pm. Snacks will be provided!

We will play Bunco and then we will have a brief Shaklee business opportunity chat for all of you who have been curious about my Shaklee business!



Shaklee®

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Day Care Children's Health Presentation



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.

Back to School Collections

becky

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

lisa

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)



There are 2 aspects of our business

1. Developing a customer base
2. Assembling our team of business leaders

2 weeks ago, we reviewed **strategies** for developing our customer base & generating PV and the **skills of inviting** and introducing Shaklee products to new members.

This week, we will further discuss the process of identifying our business partners and assembling our business team

becky

Objectives for Session # 5 – Moving People From Interested to Committed

- Last week, we reviewed why home businesses are so important and appealing today to many different age groups.
(We recommend reviewing these slides in archive .. Barb)
- We shared ideas and word tracks for initiating and conducting conversations about home businesses
- We reviewed the simple steps to follow to help us identify potential business partners .. Including:
 - the materials to send people evaluating starting a home business
 - events to which to invite potential partners
 - word tracks (including our vision for our business)

So today – we are going to ...

Delve into the topic of how to help new distributors move from just being “interested” in a business .. To becoming “committed” and to understand our role as a leader. Lisa

From Interested to Committed

- Just because we have had a conversation with someone and they have expressed “interest” ... that does not mean that they are ready to make Shaklee their life’s work .
- Let’s explore the role of the leader in helping people move from that place of being just interested .. To wanting to dedicate themselves to teaching others about health, wellness and financial independence and freedom .and developing a Shaklee business. lisa

Being a leader is not a passive position.

Lisa

 **Shaklee**

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2015

The Role of the Leader in Guiding New Distributors From Interested ... to COMMITTED !

While a leader is not entirely responsible for the motivation and commitment level of their distributors, there are some actions we can take to help guide new business partners to feeling a deeper connection to Shaklee and their business.

So let's examine how we, as leaders, can guide new distributors through their Shaklee experience until they know this is the right place for them to build a strong Shaklee business and organization.

becky

A New Distributor Starts Out in an “ Evaluation Period”

It is in this Evaluation Period that people learn about the skills that will make them successful, how a Shaklee business works. They experience the support and training we provide ... and best of all , the joy of being a part of a team.. and a greater purpose.

We will want to be familiar with the best resources to send them ... and know the best events to which to invite them.

- Shaklee.tv
- BetterHealthin31Days.com/_____ your name
- Better Future Starts Today/_____ your name
- 3-way calls with uplines to hear their stories and know they have a team of people to help them
- Attending area conferences
- Sharing stories
- Connecting them to the team

becky



The Evaluation Period – Helping People Move From Interested to Committed

1 2 3 4 5 6 7 8 9 10
Interested Committed

How to determine how interested they are in developing a business...

- Are you calling them or are they calling you?
 - Attending training sessions and conference calls and events
 - Are they making contacts and taking action
 - Blocking time for their business and making it a priority .. Not a hobby
 - Most of all, have they expressed a compelling reason why they want to develop a Shaklee business
- becky

When you are
interested,
you do what is
convenient ...
When you are
committed ,
you do
whatever it
takes

Ken Blanchard

Angie Thomas' Journey From Interested to Committed



- 🌱 ____ years to become an Associate
- 🌱 An associate for ____ years
- 🌱 THEN in 1 year to Director.. Then Senior Director .. And soon Coordinator

What Caused the Change

- Feedback –
 - from upline who believed in her
 - from customers getting great results
 - from her peers and Shaklee colleagues and friendships
 - from her downlines
- Joined Accountability/ Coaching Circle
- Affirmations
- Reads every morning-- early before children wake up – reinforced her “ why”
- Professional development -- BNI

Becky's Affirmations

- 🌱 I love being a Senior Executive Coordinator. I have 5 strong leaders build our organizational volume to 40,000+Pv every month.
- 🌱 ➤ I am a magnet for people looking for a business. They are highly capable, coachable and organized that they move very quickly to Director and above.
- 🌱 ➤ I surround myself with partners who are totally dedicated to bringing out the greatness in each other. Every day we mentor each other to unleash our imaginations and realize our ever-expanding potential.
- 🌱 ➤ My business booms with new Directors and business builders on the way to Director. I love to train my leaders how to do this business and pass on these benefits to others.
- 🌱 ➤ I love to tell people how our Shaklee business was able to bring Greg home early from his career! What a gift to have Greg home and for him to work in the field that excites him!
- 🌱 ➤ I have a large business with several Directors and Senior leaders that when life happens and someone needs to step back, I love them where they are at and remind them that I am always here for them and that Shaklee will be here for them when they are ready again.

From Francine Roling – New Director

- Upline's clear vision helped her to create her own vision – the principle that more things are “caught not taught”
- Strong vision for herself to be able to move wherever her husband's job took them. She wanted to be supportive of him, supportive to their college children, and for her to not have to get another job once they moved.
- Action after the vision

From New Director Cassie Anderson

Her health – she wanted her business to work so she could continue to feel like herself and help others to do the same

- Inspired by others – uplines that have been in the business for a long time, but also women who are at her same life stage.
- LOVED when the Lagoni Facebook page was started – she felt much more connected – camaraderie
- She heard Angel Torres once say that people ask him why he has never quit. He says that he quits all the time and then starts again 15 minutes later.

becky

How Can A Leader Help People Become More Committed

- ✔ Understand that fear is the biggest factor in stopping people ... in causing them to back away from their goals . . .
- ✔ Be ready with books and podcasts and archived webinars on how to overcome our fears and press toward our goals .
(Our Business Grows as We Grow Session 6 with Margaret Trost)
- ✔ Help keep new and existing business partners connected .. Connected to you .. And to the team .. And to the greater Shaklee family.
- ✔ Learn what is the compelling reason your business partner wants a Shaklee business .. Discuss their reasons and help expand their vision of what is possible for them .
- ✔ Paint the picture of the future they seek so they can move toward it.

lisa

People Move from Interested to Committed ... When They Have a Compelling Reason

- 🌱 The role of the leader is to help our distributors identify why they would want to develop a Shaklee business ...
- 🌱 There are many reasons – Our job is to help them find THEIRS.
(to be home with their children, to contribute to family income, to save for college, retirement, emergency funds, etc, to challenge themselves and learn new skills, to be part of a caring and supportive community... etc)

Many times they discover their reason by hearing the stories of others and what Shaklee has meant to them. ... So be sure we connect them to the stories.

lisa

“Without a compelling reason, any effort is too much.”

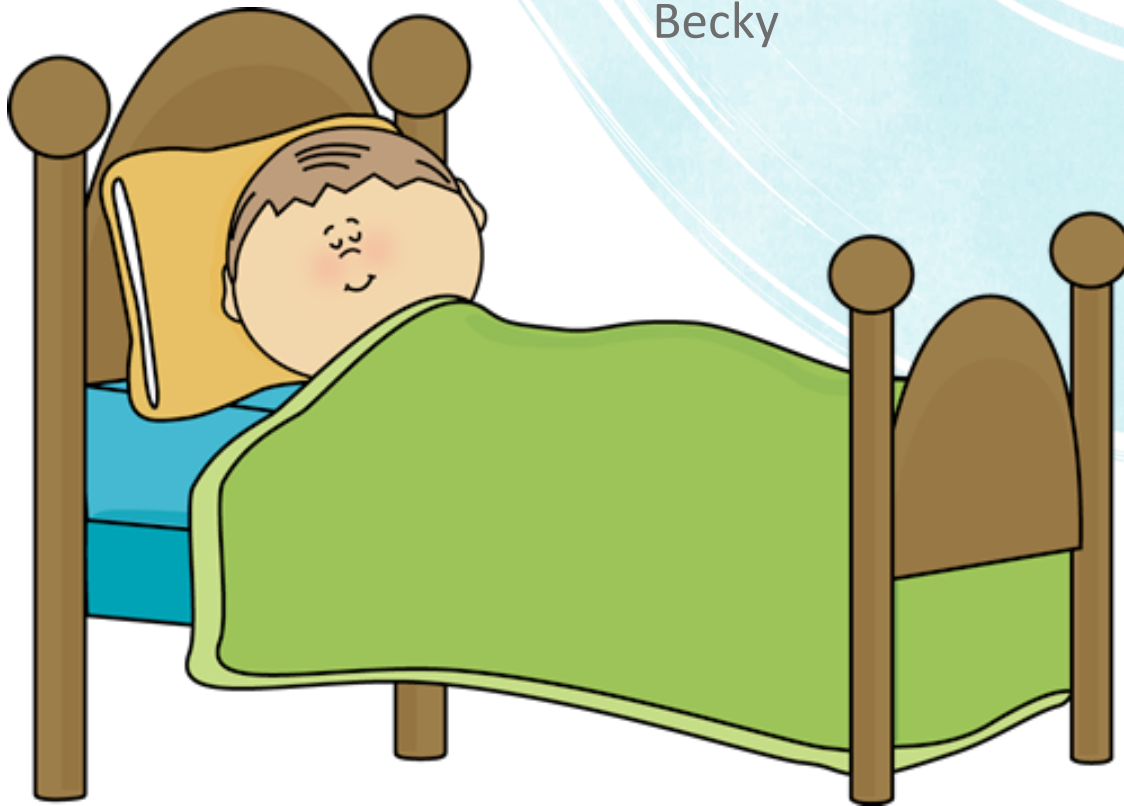
Lisa's Questions to Guide New Business Partners Along the Journey to Commitment

- 🌱 What is it about Shaklee and the business that is attracting you?
- 🌱 What do your biggest dreams and goals look like?
- 🌱 How can Shaklee fit in to your dreams and goals?
- 🌱 What would you like a Shaklee business to offer you?
 - Long term
 - 1 year from now
 - In next few months
- What is your life's purpose?

How Cold Does It Have To Get Before You Get The Blanket...

From the Rick Seymour Great Expectations Seminar

Becky



Action Steps for Session #5

From Interested to Committed

- As a leader, we will want to keep working on our goals for September” up to the last minute of the last hour of the last day.” Lisa Anderson quote
- If you have a leader who is stuck or is new, it is never too late to begin coaching and supporting and guiding them to their goals .. And stepping into leadership .
- For additional ideas for assembling our business teams .. See archived sessions at www.BetterFutureStartsToday.com _____ (your address)
Use the archives – in training your business partners .. So they can duplicate what you do and what you use.
- Our Businesses Grow .. As We Grow Shaklee Leadership, Coaching and Personal Development Discussions Summer 2015 # 1 --It Takes a Leader to Build an Organization
- 100 Days to Amazing Session 4 9-17-15
- Legacy and Leadership #5 Identifying Business Partners 2/12/15
- Teaming Up Fall 2014 #7 Assembling Our Business Team lisa

Coming Up

- 🌱 Session 5 – The Role of the Leader in Moving People From Interested to Committed
- 🌱 Session 6 – Goal Setting and Affirmations
- 🌱 Session 7 --Creating a 2000 PV Plan
- 🌱 Session 8 --Follow Up and Customer Service
- 🌱 Session 9 – Incentives That Grow Our Business

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

- 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)