

# 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

# FaceBook Post of the Week

## Chrystal Hubbard New Director in 6 Weeks

Month one on Shaklee's 180 turnaround plan:



10 pounds

Size 10 → 6

Increased immune system

Increase in energy

Healthier hair, skin & nails



## 1000 PV ON ALLERGY 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

# Select 2 PV Generating Ideas to Qualify for Chairman's Retreat in Palm Springs, California March 3 – 6, 2016



# Francine Roling – New Director

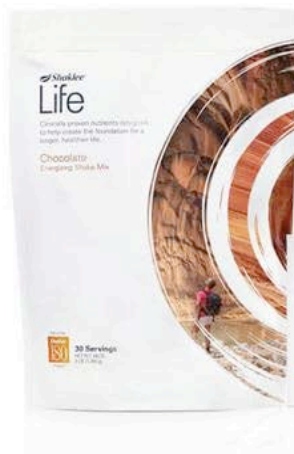


- ✔ Opportunities present themselves every day ...Be present with people.. Be more interested in them than trying to make them interested in you.
- ✔ Most important skill she is learning – how to ask questions to avoid falling into a sales pitch.
- ✔ The more conversations she had with others , the easier contacts became... and the better results she got.. And most important .. Her confidence soared.
- ✔ Hobby mentality vs Career mentality -- because of Shaklee, she was able to quit her full time job to work Shaklee full-time.
- ✔ I started putting "Francine Roling, Shaklee Wellness Consultant...." at the bottom of all my emails.
- ✔ She learned we all need to “ walk the walk”. We can’t tell others to do things we aren’t willing to do ourselves.
- ✔ Satellite Dish installer story.



# Shaklee goes pink in October

With each Shaklee Life Plan™ purchase a portion of sales  
will be donated to breast cancer research.



**THE BEST, MOST COMPREHENSIVE  
NUTRITIONAL SYSTEM IN THE WORLD**

Feel amazing in 30 days  
Feel younger, longer for the rest of your life  
35 patents/pending



# 100 DAYS TO AMAZING FALL BUSINESS TRAINING 2015

## Session #7 Prospecting in the Community

Master Coordinators  
Jo Coogan & Barb Lagoni



Executive  
Coordinator  
Ashley McDonald



Senior Executive  
Coordinator  
Harper Guerra



Senior Executive  
Coordinator  
Lisa Anderson



# October Strategies for *AMAZING* Growth

## \*\*\*\* Qualify for Chairman's Retreat

🌱 By now you have either attended Cleveland Conference or registered for the Orlando 2016 Conference

🌱 And became a Director by September

lisa

🌱 Next – **Generate 10,000 Personal PV PLUS PV from any new Directors appointed between August and December 2015**

**Need a plan—**

**To create 2000 ADDITIONAL PV a month for 5 months**

- Develop 1 New Director = 2000 PV/month
- Develop 2 New Associates ( 1000 each) = 2000 PV/month
- Develop 1000 new PV among current customers
- Develop 1000 new PV with new customers

 Shaklee

 Live  
2015

# Chairman's Retreat and Tier Milestone Rewards

## Tier 1 Increase

PGV "PLUS" by 5000 iPad® Mini

## Tier 2

Increase PGV "PLUS" by 7500 \$750 Orlando  
Marriott Credit Voucher

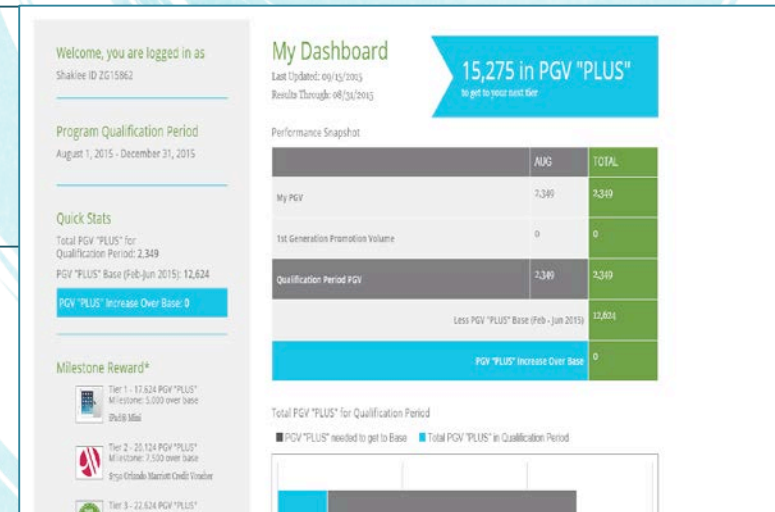
## Tier 3

Increase PGV "PLUS" by 10,000 Chairman's  
Retreat for One

## Tier 4

Increase PGV "PLUS" by 20,000 Chairman's  
Retreat for Two

lisa



## Objectives for Session # 7 – Prospecting in the Community

- This month we are continuing to work on developing 2 areas of our business ..
  - expanding our customer base by 1000 PV
  - identifying business partners and helping them become Directors
- This week, we will explore the myriad of ways to connect with people in our communities ..
  - Through business networking organizations such as Chamber of Commerce and BNI,
  - Through casual conversations and spontaneous encounters    harper

# Special Guest Executive Coordinator Ashley McDonald



- Talk About a Portable Business ! ...Jake and Ashley are exploring the US in an RV in search of where they would like to live and raise their “ miracle baby” Baylor.
- So Ashley has learned to “ conduct her business in public”.
- She sets up her “office” in a coffee shop 3 times a week and pledges not to leave until she has connected in some way with 5 people.
- As a result, in past 3 months , she has sponsored 31 new members, her OV has grown by 7000/ month and her personal volume is up almost 5000 PV/ month ( 9500 PV in September )

# Look to Make a Connection

- If she sees someone working on their computer ..

**“ Oh Gosh, I am spending the day working in the coffee shop... I see you are, too. What do you do? “**

- If she sees a mom with a child...

**“ He is so cute. How old is he? I have a 16-month old...”**

- They attend a different church every Sunday.

**“I think of everyone as a friend. Our world is way too fractured and people long for connection.”**



# Make Life Shake at the Coffee Shop

- She makes a Shaklee 180 Life Shake --
  - orders a Chai Latte
  - pours it into her Shaklee shaker
  - Adds a packet of Vanilla Life Shake
  - Shakes it up
  - Pours it back into her coffee cup



As people are watching her, she says .. “ I promise it’s not drugs.. Seriously, it’s my protein shake. Have you ever had one? It’s my breakfast.”

If yes

“ What do you use? . How do you make it?

- She always has samples.. She hands them 2 business cards.

“ Here is one for you and one for me. Jot down your contact information and I’ll follow up and see how you like it.” ( include name, email and Face Book)

# Using the Shaklee Product Guide ...

Ashley always has a Shaklee Product Guide out and visible.

She makes her calls at the coffee shop. .. And when she speaks on the phone, she sounds like the “happiest person in the world”.

Ex --When she completed a recent call, 2 men sitting nearby asked her .. “What, on Earth, do you do?”



“This is our Product Guide. Would you like to see some of my favorite products? There are too many to show you everything.

-- page with Life Plan – “If it weren’t for these products, I wouldn’t be a mom.”

( She doesn’t proceed until they ask her to tell them more... so we must make our comments intriguing , so they will ).

-- Next she covers Stress Relief Complex, Joint Health Complex, Energy Chews and Sports Products, especially if speaking with men.

-- then briefly Kid’s ( if appropriate ) and skin care

-- and then Get Clean products with some stories.

# Product Guide Presentation Continued

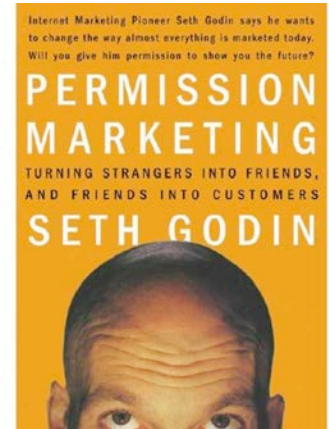
- At back of Product Guide .. “ and of course, there is an amazing business opportunity... these are the starter kits .. But even outside the business option, the kits are a great way to get a taste of each product line.”
- ASK ( permission marketing ) “ Is this something you’d like to hear more about? “
- She has an attractive tote bag of materials with her -- Containing her business cards, a Product Guides, a business presentation she had made into a book ( \$5 at UPS ) ( she likes low tech for this), the Dream Plan brochure, etc

She also uses Product Guide for conversation starter ... if someone is looking at it .. “ Isn’t my son cute? “



# It's About Permission Marketing

All contacts are made on the principle of Permission M  
**TIP -- She never sends anything unless she first obtain**



“ If I were to send you a video, would you watch it?

If I were to send you a new Product Guide, would you be willing to check it out? “

If I were to give you a call , would you be interested in hearing more about this?”

If I were to send you some samples, would you be into that? “

I'm free at \_\_\_\_ ( time),. Would that work for you?

“Great . I'll send it right over. Will you be able to watch it today? Or by the end of the weekend?

Great. I'll call you Monday to see what questions you have. “

**TIP – Always close with a follow up date for next contact or action. “**  
**I'm going to follow up with you in a month. Would that be OK ? “**

**“DON'T WAIT FOR THE  
PERFECT MOMENT,  
TAKE THE MOMENT  
AND MAKE IT  
PERFECT.”**

**ZOEY SAYWARD**

# Networking in the Community

- Lots of Options
  - BNI/PowerCore (closed groups)
  - Independent Groups
  - Chamber of Commerce (open groups)
  - Meet Ups...Do what you love!
  - Business Expo's (as an attendee or volunteer)
  - Women's networking
  - MOPS
- My Results
  - 67 of my 121 personal customers came as a result of networking
  - 6 of my builders or 49.95's are from networking
  - It's just the beginning!



Betsy Liermann

# Just be Real! Relationship is Everything!

- Always find something positive to say...affirm...
- No “Shoulding”
- Listen for real needs...is it health...is it business? Keep asking ?’s...focus on what they say, not on your agenda
- The business isn’t for everyone...treat them well...they will refer...no means “not now” not “never”.
- If you truly believe...it will show! Be passionate...not pushy!
- Share your Vision...What you are trying to create
- Share stories about why folks are joining you/health stories
- honest...it’s work...what you put in you get out
- Always Represent! Walk the Walk! betsy

# What Works



1. Pick a couple groups and focus—Consistency important
2. Focus on them... Relationship...People buy from those they know and trust
3. For 30/60 second...focus on how you do business/not product/tell stories/share health tips/What a good referral for you is
4. Schedule a coffee/lunch to get to know better
5. Go visit their business...focus on how you can help them grow their business
6. Think of ways to co-market (Women/Wine/Wellness, Beauty inside/out)
7. Don't Worry about Competitors...respect them...befriend them...learn
8. Pass referrals as often as possible to help their businesses grow
9. Other MLMers need what we have! Learn about them...Share with them
10. Have fun! Show your personality! Give back! Volunteer! Make Friends!

**networking***works!*  
Building Relationships • Building Business

etsy

# What To Say When Someone Asks... What Do You Do?

## Many options for responding ...

- Start with what your life was like before Shaklee ... either health or financial
- Then what happened when learning about Shaklee
- And then what your life looks like now.

[Melinda Usandivaras](#) I'm  
a nutrition consultant  
and business trainer

I help moms build nutrition  
businesses from home.

I educate businesses and families in  
holistic health and going green.

Shaklee has changed my life - I used  
to be on antibiotics year round for  
sinus infections and I have now been  
sinus infection free for 12 years! (This  
usually gets a pretty good response)

Shaklee is a company I partner with to  
educate families and communities about  
adopting healthier, greener habits

Shaklee is a community of health enthusiasts  
who are educating people about better  
health and prevention lisa

*A number of years ago when my husband and I were teaching  
we decided we wanted \$\$ to be the least of our worries.*

*So we partnered with a company called Shaklee to have a home  
business and we focused on helping people...*

*...find natural solutions to their health concerns and/or*

*...eliminating financial stress and worries.*

*We've since helped a ton of people to do exactly that.*

*Have you ever done anything different? or*

*Have you ever heard of Shaklee? or*

*Do you do anything in addition to....? Or ....?*

jo

“I work from home and I own my own business.”

What is it?

Have you heard of Shaklee?

I help people put together nutrition & supplement programs and I teach them about household toxins. ...and I help people start their own businesses”

lisa

# What do you do?      Keep it simple

Give them room to ask more questions

- “I run my own business from home helping people find natural solutions to their health and help other people start businesses doing the same thing.”
- When they ask a question tell your Shaklee story:
- What was your life before Shaklee.  
And then what your life looks like now ... either health or financial

harper

# Wearing Shaklee Clothing can elicit questions like .. What is Shaklee?

“It’s the company I have partnered with where I get to see lives changed through health and make a full time income working part time from home”

“It’s the reason I don’t have allergies anymore and why I get to stay at home with my kids!

Can be ordered at MyShaklee.com... Shaklee Style store or  
[www.24silkscreen.com](http://www.24silkscreen.com) harper

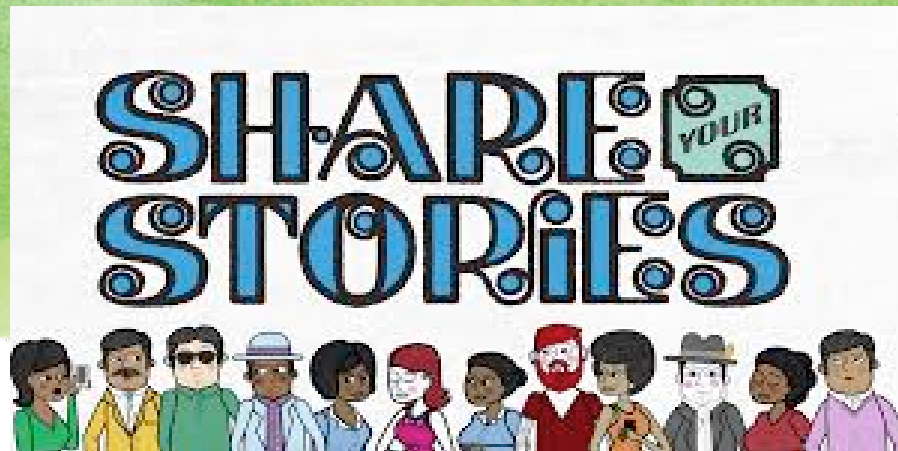


# How do I share the business if I just started?

- Share other people's stories
- Let them know you want to build something together
- THREE WAY CALL/Meeting

"I am so excited about this opportunity I have just found for my family and I would love for you to join me and we can build something together"

Mary, "I want us to go on these trips together and have reasons to spend more time together" harper



 Shaklee

Why isn't Shaklee sold in stores? Or other push-back from bad experiences with other MLMs

“Dr. Shaklee created an amazing product and before MLMs was “a thing” he wanted people who cared about people and who loved the products to be an advocate and a resource for others.

And by doing that they could build a legacy for their family. People can walk into the drug store and not know what to get or how it will help, but we have the opportunity to be that resource and advocate.” harper



When we've spoken to them about the business and they have not pulled the trigger?

- Offer an incentive to gauge if they are really interested and help them made the decision (Gold bonus back in product for example)
- Set up a three-way call with an upline to answer additional questions
- Share why NOW is so beneficial
- Know when to move on to the next person and how to follow up later with specials and new promotions.

An advocate and a resource—this is what we are and we are giving people the opportunity to do that too and build a legacy for their families to reach their dreams. Harper

## From Roger Barnett



“My “why” is impacting people at scale.  
Shaklee is simply the most amazing and effective vehicle that I  
have found to make a positive impact on people all over the  
world.  
Finding something which can fulfill your most important needs is  
a true privilege.  
And time invested in it does t seem like work, it seems like  
destiny.”

lisa

# Action Steps for Session #7

## Prospecting in the Community

- Have some fun this week - Get out into the community and practice making connections.
- Kids and dogs are people magnets.
- Write down .. Your 90 Day goal .. Where you want your business to be by and of December.
- Then write down your goal for October ..
- Then write down your activities for this week that will bring you closer to that goal.
- Be ready for how you will respond when asked what you do.
- October is a great month for sharing the Allergy Collection with others and it is Breast Cancer Awareness Month ..  
Shaklee donating to breast cancer research for every Life Plan collection sold.

lisa

# Coming Up

## October 2015 Training Topics

- 🌱 Session 8 – Goal Setting and Affirmations Oct 15
- 🌱 Session 9— Servicing Customers and Introducing Additional Aspects of Shaklee Oct 22
- 🌱 Session 10 – Incentives That Grow Our Business 10-29
- 🌱 Session 11 – Business Presentation with Katie Odom and Stephanie Bruce Nov 5
- 🌱 Session 12 – Integrating Shaklee Business into Our Lives and Managing Time Well. Nov 12

# Free Membership Options

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

becky

## 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 becky

**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 Matric and B Complex )**

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

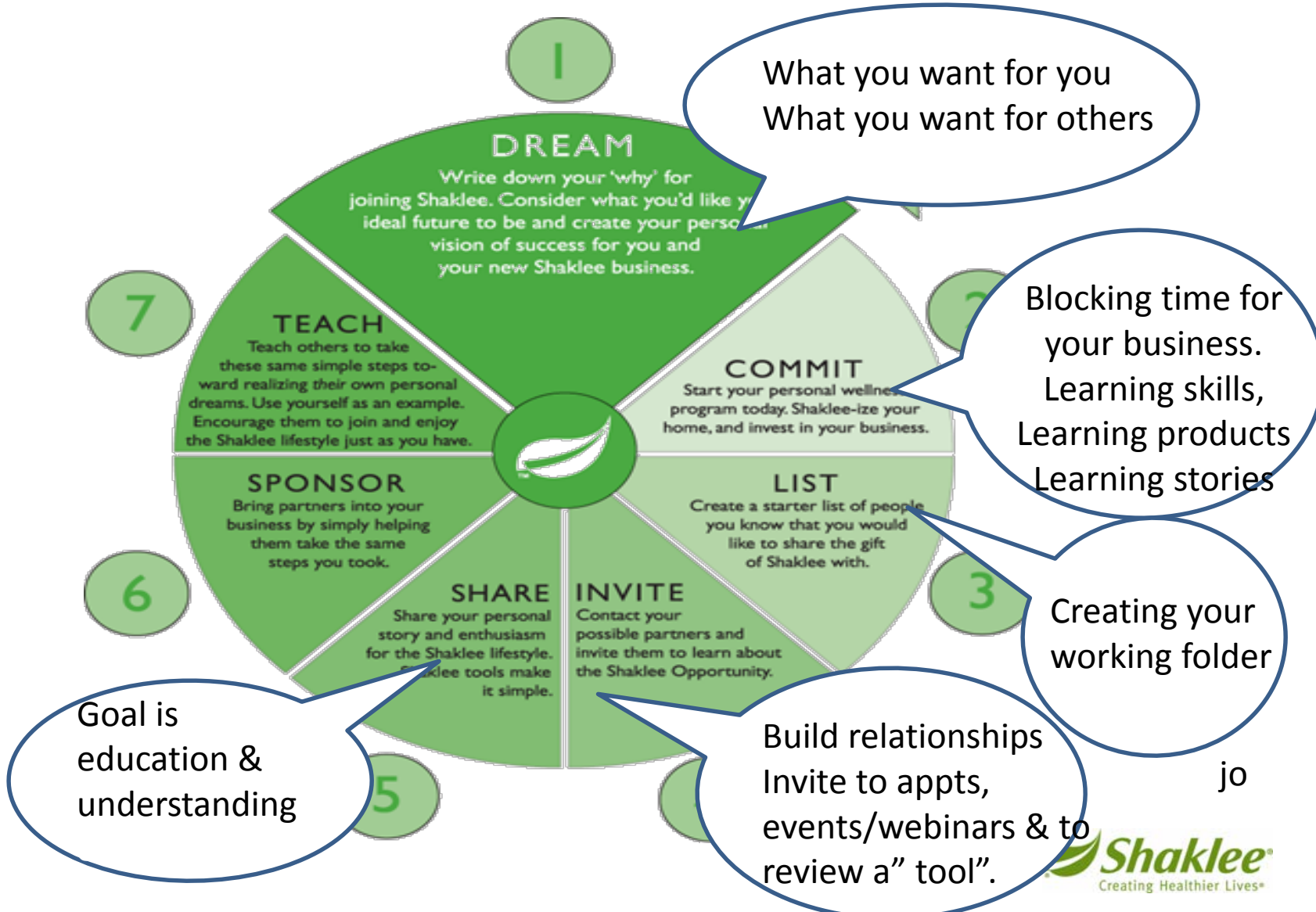
**Deal #2**

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

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

# First Step Training – Components

## This Week – Inviting People To Learn About Business Options





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♥



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