

# Monday Wellness Webinars

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

Dec 7 -- Gary Burke, Presidential Master and master teacher, 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

Dec 14 -- Holiday Vitamin Survival Kit with Dr David Colby

Dec 21 and 28 -- No webinars .. Happy Holidays, Everyone!

January 4, 2016 -- Shaklee National Kick Off Broadcast

barb

# Note to God from Kids (Reader's Digest)

A teacher asked her class to write notes to God. Here are some of the notes they handed in:

- Dear God: I didn't think orange went with purple until I saw the sunset You made of Tuesday. That was cool.
- Dear God: In school they told us what You do. Who does it when You're on vacation?
- Dear G od: Did you mean for the giraffe to look like that or was it an accident?
- Dear God: Thank you for the baby brother, but what I prayed for was a puppy.
- Dear God: We read that Thomas Edison made light. But in Sunday school they said You did it. So, I bet he stole Your idea.



## 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

# Give the Gift of Health with Shaklee--2015

Combine a gift of health with another gift to match!  
That way you'll give someone you love a health boost that keeps on giving.

## TO SLIP IN WITH A CARD

- \*Shaklee 180 Pomegranate Tea Stick(s) with a Girardelli Chocolate Square with a little note to “enjoy this gift of energy” and to “remember to enjoy all antioxidants all year long.”
- \*Energy Chew(s) with a little note to “enjoy the energizing treat of Olympians.”  
becky

## FOR GUYS

- \*Performance Sports Drink (Orange or Lemon-Lime), 180 Snack Bars, and Joint & Muscle Pain Cream along with a sports bottle, football, soccer ball, a signed ball or signed photograph.
- \*Shaklee 180 Meal-in-a-Bar with brochures for hiking trails, bike routes, fishing holes, etc.





# More Gift Ideas



## FOR GALS

- \*ENFUSELLE Anti-Aging Skin Care collection with a lighted makeup mirror.
- \*ENFUSELLE Infusing Mineral Masque and Skin Polisher with a silky robe, one in each pocket.

becky

## FOR YOUNG PARENTS AND KIDS

- \*Basic-H2 Organic Super Cleaning Wipes and Germ Off Wipes with some fun tub toys, or a set of baby clothes, blanket, etc. (Include info why these products are safer for baby and the whole family.)
- \*MIGHTY SMART “Smart Candy” with books and fun pens for a grade schooler.
- \*Vita-Lea, Meal Shakes and a SHAKLEE Shaker with a fun wake-up alarm clock.

**A COLDS & FLU PACKAGE** (about \$239) Alfalfa, Defend & Resist, Extra Vita-Lea without Iron, Garlic, GERM OFF Wipes, Liqui-Lea, Optiflora Pro-biotic, Performance Lemon Lime, Performance Orange, Vita-C Chewable, Vita-C Tablet, Vitamin D3, Zinc.

# 100 DAYS TO AMAZING FALL BUSINESS TRAINING 2015

## Session #12: November 5th The Art of Closing and Next Steps

Master Coordinators  
Jo Coogan & Barb Lagoni



Executive  
Coordinator  
Ashley McDonald



Senior  
Coordinator  
Becky Choate



Senior Executive  
Coordinator  
Lisa Anderson



# November Strategies

- Invite guests to the Fall Regionals ...
- Select our holiday customer promotions for November and December to achieve our PV goals for each month.
- Begin positioning our businesses for January 2016 and the first month of the new Shaklee Dream Trip Qualification Period ..

Ideally, initiating conversations about:

- earning additional discounts on products,
- sharing products that help friends keep their families healthy through the holidays
- learning if anyone is looking to start a home business come January , etc
- Inviting people to webinars, conference calls and appointments
- sending links to Shaklee.TV and Shaklee Effect videos

becky

 Shaklee

 Live  
2015



# Report from New York Fall Regionals



Top priority this week .. INVITE guests to Friday night of Fall Regionals .. To hear Roger Barnett and his vision for the coming year ...





# November 21 – Live Broadcast Announcing Results From 100 Days to Amazing !!!



Schedule a party for viewing the live broadcast announcing the exciting results & possible new promotion. lisa

# Objectives for Session # 12

## The Art of Closing and Next Steps

- To understand the role of the leader in wrapping up conversations, appointments and presentations.
- To observe a variety of options and word tracks to help find a comfortable way to guide someone to next steps.
- To select one or 2 ideas to offer a holiday promotion to our customers and distributors.
- To learn how to handle questions and concerns raised by our prospective customers or distributors.

lisa

## Closing – Is Simply Guiding Our Prospective Customers and Distributors to the Next Step

- Prospects look to us for direction and to lay out the options.
  - Don't allow fear of being pushy to keep us from doing our job as consultant and nutritional counselor or business advisor.
- Our role after learning their interests and needs is to now be **an advocate for them** .. And to recommend what we believe to be in their best interest.

So First we want to get clear about ...

becky

### What **our objective is** for the conversation/ meeting.

- ex
  - to get customer started on the products
  - to establish a relationship & next contact
  - to determine if a Shaklee business would be a good fit for them
  - to schedule an in-home meeting
  - to obtain referrals



# Closing After a Product Conversation

To begin ---*This will take about 30 minutes and when we end, we will determine which Shaklee package you will want to get started with.*

- Use Nutrition Assessment form and ask questions to identify health needs.
- “*So based on what we have discussed, seems we have a few options here ...*
- Ask – “*On a scale of 1 to 10 ...How strong is your motivation to make some changes to improve your health?. .. Because I realize how much budget plays a role in someone’s ability to invest in their wellness... So tell me about your budget.*”
- Then offer ... 3 packages

Good -- for around 50 to 75 PV

Better -- 100 PV

Best -- 150 PV or more

# Examples of Good/ Better/ Best Packages

## For immune issues:

Good -- Vitalizer

Better -- Vitalizer + extras

(Nutriferon + Vita C + Defend & Resist)

Best – Vitalizer + Life Shake + extras

(Nutriferon + Vita C or Vitalized Immunity + Defend and Resist Echinacea + Shaklee Premium Garlic or vitamins for other children or other family members)

becky

# Action Step to Close --Offer With a Deadline

- If you believe people's lives are better with Shaklee products ... then find a way to get those products to them.
- example -- If you were to choose one of these packages by Nov 20, I will send you .... Free samples, or free shipping , or free bottle of Vita D , etc
- NOT ... “ Let me know if you want anything.” OR  
“What do you think?”

ashley



# Closing After a Business Conversation

Share stories in the business presentation ...Then ...

*“Where do you see yourself fitting in regarding the business?”*

*Would you like to see how you can get started?*

*In my group, there are 2 ways to get started in developing a business...*

*ashley*



# Option # 1 -- The \$1049 Gold Business Kit

*The \$1049 Business Kit – In my eyes, is the best option and here's why ...*

*-- With this option, you receive full regimens of products including the entire Get Clean Starter Kit, the Enfuselle Nutrition Therapy for your Skin Kit, the Shaklee 180 TurnAround Kit, the life Plan Nutrition Program .. And a few others*

*-- This not only allows you to experience a plethora of products... which only further increases your authenticity when recommending them ..*

*But it also allows you to see how it arrives in the mail. When you know what it looks like, you are better apt to share it with your new customers.*

*-- the PV on the \$1049 kit is 750 ... by sharing with just 3 or 4 new members, you receive a bigger bonus check ( at 1000 PV = 12% )*

*In Addition .. When you join my team ...*

- 1. Business Leader Guide Book ( in Learning from the Masters FaceBook page)*
- 2. Go Pro Book by Eric Worre*
- 3. Weekly training in webinars and team calls*
- 4. Individual coaching*

ashley

 Shaklee

 Live  
2015

# The \$649 Gold Business Kit

*The \$649 kit is also a good option.. It is less money .. And fewer products, but still a good value. It just depends on where you want to get started.*

*Let's talk about your goals and what income you are looking for.. Then we will know how to devise a plan for you .*

*So after discussing their goals, ask .. “Would you be all right with my offering a suggestion of where you could start? “*

**(Lesson --Never give information until they request it)**

*If you want to grow a big business and quickly, the \$1049 gets you off to a fast start. If financially that is a stretch.. The \$649 is the next best option.*

ashley



# Closing After Strategy Conversation

Coaching and strategy conversations often deal with :

- Making a plan

- Dealing with obstacles

- People feeling stuck or discouraged

- People celebrating successes



Whatever the reason, we will want to close the conversation by reviewing the ideas agreed upon to do next and a date for our next conversation.

becky



## Thoughts on Closing

People need us to provide options and to lead them to the next step after hearing about Shaklee.

Our job is to give them ideas of how they can get started easily

Of course the key is to ask a lot of questions about what they are thinking and what are the most pressing issues.

Sometimes a new person knows exactly what products they want to start with, and in that case we share with them all of the ways they can sponsor into Shaklee and get the products they want.

Sometimes a new person is overwhelmed, or wants so many things that they don't know what to do, and in that case they look to us to help them make a good choice.

becky

# 3 Choices in a Close of Business Launch or Grand Opening Event

- Thanks for coming tonight to support \_ \_\_\_\_ ( new business partner ) in their business. We'd like to help you with the choices you can make now .
- If you saw some products you would like, we can help you become a member tonight so you can enjoy the discount and get your products ordered.
- As you use them, please share your product success with the hostess. She is eager to learn stories so she is able to better help others
- If you saw many products you would like , you might want to see how you can earn a little money to pay for those products. We can show you our casual distributor model.
- If you want to join us in the business to share the gift of Shaklee with others and begin building a career and a great income, we can help you get started with a Gold membership tonight.
- And if none of this interests you, that's ok. Just say nice things about Shaklee and if you hear others who might have an interest in the products, go ahead and send them our way so we can introduce them to Shaklee. .. AND there might be a gift in it for you.!
- Thanks again for joining us tonight.

becky





Lisa – closing continued

I like to suggest that they write down all of the products they are interested in, and then we can discuss them and figure out the best way to start.

If they bring up budget issues than I help them prioritize products in their list and help them decide what would be the most beneficial products to start with.                      lisa



## Lisa's Closing – Offer Guidance in Helping them Make an Order

Lisa's dialogue ...

"Many times people will choose to start here .. With the Vitalizer and Shaklee Life Shakes ." or she says.

"A lot of times, people will give the Vitalizer a try so they can save the membership fee and get the autoship discount"

A good Shaklee leader will lead the person they are working with through the best membership options in an easy and comfortable manner, listening closely to what their needs are and helping them making the best decision for them.

lisa



# Action Steps for Session #12

## Positioning Our Businesses for Anticipated Promotion and January 2016 Kick Off

- As we review the status of our business, we will want to determine what is the next goal ... becky
  - If we are just developing a fairly new business, we may want to stabilize the monthly volume by educating our customers about all the Shaklee product lines and what makes them unique, effective and safer for our families.
  - If our business has a steady stable customer base, we may want to select incentives that will encourage customers and friends to refer their friends to us.
- Refer to Last week's Session 9 on the Role of the Leader in Servicing Customers for additional ideas.

# Message from Chris

- You all have a new website!
  - The business presentations have moved to a new dedicated business presentation website. On this site you will only find business presentations.
  - Now you can send one of the business presentations directly to a prospect without them getting caught up looking at anything other than the business.
  - There are currently 16 different business presentations on the website. You should be able to find one that matches your target audience more easily now and send them directly to the presentation you want them to see.
  - More will be added as we get them.
- barb

You can find the link to your new site by going to your Better Future website and clicking on the first link in the green “Take Note” box.



# Coming Up

## November/ December 2015 Training Topics

- **Session 12 – The Art of Closing and Next Steps 11-12**
- **Session 13 – There's Plenty of Time... Really! 11-19**
- **Nov 26 – Happy Thanksgiving .. No Webinar**
- **Final Session 14 – Margaret Trost Dec 3**

# 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, Omegaguard 90, Life Shake (55PV)
10. **Get Clean Kit** (50PV)
11. **Nutrition Therapy Skincare Kit** (141PV)
12. **Any 100 PV order**
13. **All Gold Business Paks**

# Free Shipping AND Free Membership Options

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



**Rx for a Healthier Life**  
**Healthier Life with**



**Family Shake Pack (111PV)**



**rip (172PV)**  
**68PV)**



**Rx for a**

**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**

- **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 !!!