

## **“How the pay gap hurts women’s financial security.”**

**Time – March 14<sup>th</sup>, 2016**

- According to an analysis by TIME, women earn less than men at every age range: 15% less at ages 22 to 25 and a staggering 38% less at ages 51 to 64.
- We analyzed the average wages earned by more than 15 million Americans from 2008 -2012, classified into 460 occupational categories...
- Most startling: there was not a single occupation in which women ages 30 and older took home significantly higher average salaries than their male colleagues, even if they started out making more.



the jump  
is so  
frightening  
between where  
i am and where  
i want to be...  
because of all i may  
become i will close  
my eyes and leap!

Maryanne Mbl Hadmacker



“Opportunity is missed by most people because it comes dressed in overalls and looks like work.”

—THOMAS EDISON

Amazing things happen  
when you work hard!

—PETE



# 8 Weeks To Director

## Shaklee Business Training 2018



## Creating the 2000 PV Plan

Week # 7  
October 23, 2018

# Our Training Team



Master Coordinator  
Barb Lagoni



Senior Coordinator  
Karen Beckley



Senior Director  
Sarah Farris



# Objectives for Week 7 -- The Power of a Plan

- To understand building our business ...

Starts with our VISION ...

barb

Which leads to setting our SPECIFIC GOALS

And to bring those goals to reality requires ...

## A PLAN

- To understand importance of WRITING DOWN A PLAN
- To learn how to create a plan with our upline or mentor to help us reach our goals ...
- and so we, in turn, can guide our business leaders in creating THEIR plan .
- Duplication – key component of building organizations



# To Reach Director.. And Beyond

NOT -- “ Let’s just jump in .. Do a lot of activity .. Cross our fingers ... and see what happens ... or HOPE something happens.

INSTEAD – Once the goal is clear ...

- next rank
- PV goal
- income goal
- # of leaders on our business team.. etc

Then – We make a PLAN of exactly how we will achieve those goals

barb

## The Process That Leads to The Plan ..

Vision – What developing a Shaklee business means to us ..

Goals – That compelling reason now determines what goals we set ...

- long term ( 5 years from now ),
- short term ( 90 days from now )
- working goals -- and this month.

Pace -- How much time we devote will determine the pace at which we can grow our business.

80% will be spent with people contact .

Plan -- Now we can create the path to reach our goals.

We will want to start with 2 plans ..

The 2000 PV Plan

And

The Weekly Working Plan

sarah



## We Begin by Creating a 2000 PV Plan

- Meet with our upline or mentor to create our 2000 PV Plan
- It is important for our minds to see what activities it will take to generate 2000 PV.
- We want to learn how to generate and estimate PV to get ourselves to Director ...
- Soon we will use this technique to help develop Associates and Directors as we build our teams.

sarah



**A GOAL  
WITHOUT  
A PLAN  
IS JUST  
A WISH**

After We Learn Basic Skills of Inviting, Presenting, Closing, and Follow Up...we want to create:

1. A system to :

- meet new people on a regular basis
- educate members in the products and in wellness
- to identify and train business partners
- to work on ourselves ... personal development

2. Create a 2000 PGV Plan

karen



# Weekly Working Plan and Daily Activity

## Now we attach names and dates to activities

- Step 1 .. we **choose the activities** to our monthly goal and insert them into the time we have allotted to grow our business. Fill in our calendar.
- When possible, **clear the decks** temporarily to do a blitz of activities .. It will greatly enhance our learning curve. . While building our customer and distributor base quickly.
- Caution – There will be a tendency to keep busy with non-people contact activities .. So BEFORE you...
  - ...straighten up your desk .. make the beds ... water the plants...
  - ... check Face Book.. Emails.. Instagram... text messages ..

**FIRST and most IMPORTANT ACTIVITY of all .. Contact the people on your list and get them invited to your scheduled events ..**

karen



## Some of Our Most Effective Activities & Events

- Individual appointments
- Health Chats
- Video Conference calls ( Zoom)
- In-home and virtual events
- FaceBook events/groups
- 3-way call
- Area, Regional and Global events

Now we will attach  
estimated PV to these  
activities

For most events that we will be conducting, we will want to include ... no matter what the primary topic ...

Your story

Shaklee products and science

Shaklee Difference

Business benefits

# Monthly PV Plan Worksheet

- List the activities you want to schedule this month
- And then the projected PV they will generate...
- Then add it all up to see if you have planned enough contacts and events.

karen

MONTHLY PV PLAN (SAMPLE)			
*these are conservative PV estimates*			
MONTHLY PROJECTED AUTOSHIP TOTAL:	MONTHLY PROJECTED PGV TOTAL:	2,100 PGV	
LIST ACTIVITY	WEEKLY	MONTHLY	PV
3-Way Calls		X	
• Grandma Jane			100
• Bill Wagner			100
Healthprints	X		300
• Sheri L.			
• Tim W.			
• Mallory M.			
• Alex K.			
• Rhonda F.			
In-home Event: Women & Wellness		X	250
5-Day Detox (FB group)		X	300
Virtual Event: Gut Health		X	300
Virtual Event: Healthy Home, Healthy You		X	150
Biz Opp Presentations	X		300
• John & Rhonda C.			
• Phil W.			
• Kim R.			
• Lacey S.			
• Kate F.			
One-On-One Appointments		X	
• Pete K.			100
• Tracy T.			100
Personal Use (100 PV)		X	100

# MONTHLY PV PLAN (SAMPLE)

\*these are conservative PV estimates\*

MONTHLY PROJECTED  
AUTOSHIP TOTAL:

MONTHLY PROJECTED  
PGV TOTAL:

2,100 PGV

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karen



Virtual Event: Gut Health		X	300
Virtual Event: Healthy Home, Healthy You		X	150
Biz Opp Presentations • John & Rhonda C. • Phil W. • Kim R. • Lacey S. • Kate F.	X		300
One-On-One Appointments • Pete K. • Tracy T.		X	
Personal Use (100 PV)		X	100

karen

November 2018

NATURE AND PASS THE WORD  
ALONG." - DR. FORREST C. SHAKLEE

## MONTHLY GOALS



PV



PGV



OV



QOV

## ACTION PLAN

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Weekly Target
							# Reach Outs
							# Follow Up
							# Reach Outs
							# Follow Up
							# Reach Outs
							# Follow Up
							# Reach Outs
							# Follow Up
							# Reach Outs
							# Follow Up

Now schedule your activity!

## MONTHLY PV PLAN (SAMPLE)

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• Kate F.			
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• Pete K.			100
• Tracy J.			100
Personal Use (100 PV)		X	100

karen

Results:

# Follow up ... Servicing ... Next Steps

**After we invite guests to our events.. Whether they attend or not...**

**There is work to be done ..**

- If didn't attend – let them know you missed them, inquire if there is interest, invite to next one, or make individual appointment or send material with permission.. And follow up again.
- If did attend – if they became members and ordered.. Then begin new member process.
  - if they did not order yet, call to answer questions and help them place their order.
- Continue to introduce them to additional aspects of Shaklee and Shaklee products.      See Session 6 Servicing Our Customers 8 Wks to Director

# Putting It All Together To Create a Plan With Names & Word Tracks

- Select 2 or 3 Reach Out Methods
- Make 2 lists of names .. Those you want to introduce to the products first ..  
And those you would like on your business team.

Example

**2 Grand Openings/Business Launch (in home or virtual ) --**

invite mom, grandmother, Aunt Sue, friends

**250 PV each = 500 PV**

**Individual Appointments                      3   X   100   =   300**

**3 Way Calls                                        3   X   100   =   300**





## Product Collection –Nutrients to Strengthen Immune System

**For Adults** who can swallow pills

Vita C	16.65 PV
Nutriferon	30.00
Optiflora Capsules	<u>14.65</u>

\$80 MP

**61.30 PV**

**For Children** who can't swallow pills

Optiflora Caps	14.65 PV
Chewable C	17.95
Incredivites	<u>20.00</u>

\$72

MP **52.50**

Vita C	16.65 PV
Nutriferon	30.00
Optiflora caps	14.65
Life Shake	29.59
Vita D-3	<u>5.0</u> MP

\$129.00

**94.52 PV**

Optiflora Caps	14.65
Chewable C	17.95
Incredivites	20.00
Life Plan	29.59
Alfalfa Complex 330	<u>12.65</u>

MP \$ 130

**93.37 PV**

barb

# Family Immunity Collection



	<u>PV</u>
Vita C	16
Vita Lea 240	31
Optiflora Capsules	15
Nutriferon	30
Defend & Resist Echinacea	<u>13</u>
Total	105

1 barb



# Immune 50 PV Packages

NutriFeron, Alfalfa, Chew Vita-C = 60 PV

NutriFeron, Alfalfa, Optiflora = 57 PV

Get Clean Starter Kit = 50 PV

**Vitalizer = 50 PV + FREE Membership**



barb

## 1000 PV with Immune Collections

4 events X 5 attending = 20 families  
( Online virtual events, in-homes, 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

barb



## How To Open Conversations Regarding Immune Collections

*With Fall Allergy season upon us, I wanted to contact my customers to be sure they know about a few products that can help both with preventing allergies ( or colds and flu) .. But also to have ready in case someone in your house comes down with something...may I tell you about them?*

sure

*Tell me about the allergy ( or cold and flu) season for you and your family ... how does it affect everyone? Anyone with Fall allergies?*

*Shaklee has 2 collections for the immune system ... one for adults and anyone who can swallow tablets and one for children .*

barb

# Closing – Immune Discussion

*If you have family members who don't eat 6 vegetables a day... you might want to get a multi to be sure to cover all the nutritional bases..*

*But then Shaklee has a little package for strengthening the immune system ..  
And a bigger one ..*

*Here's the first package ..*

***Optiflora probiotic** – because 70 % of the immune system is actually in the gut ..  
Who knew!*

***Then Vita C** – and this is a really good one .. Sustained release .. Slowly releasing the whole Vitamin C Complex over 5 hours . Very good protection*

*And then the really important one – **Called Nutriferon** – this is a special formula of 4 herbal extracts that stimulate the body's own natural production of interferon .. Have you heard of that .. It is a key component of the immune system .. Because That's a good starting place .. How does that sound? barb*

# 5 Day Detox

Are you longing to feel better? Have more energy? Lose inches? Create new healthy habits? Then join us for the September 5-day Detox!!! Surround yourself with like-minded people who will encourage you and hold you accountable. It's easy, all-natural, and you won't be hungry! 🦊 Hit the “reset button” on your health and join us next week because YOU are important!

The detox will help you:

- 🦊 Gain more energy
- ☕️🍩 Overcome caffeine & sugar cravings
- ⚖️ Receive support & accountability
- 👗 Lose 3-5 pounds
- 🚂 Get yourself back on track
- 💪 Feel your best!



barb

## The Shaklee 5-Day Detox

get back on track • overcome sugar & caffeine cravings • lose 3-5 lbs.  
receive support & accountability • gain energy & health • feel your best

**September 10th-14th**

## 5 Day Detox/ Reset PV Projection

Shaklee Life Shake 15 svg	29.59
Herb Lax 60	5.30
Liver DTX	28.65
Alfalfa 330	12.65
Optiflora Pearl	14.65
Or	
Vitalizer Strip	55.56
Unlimited vegetables	
Healthy snack list	

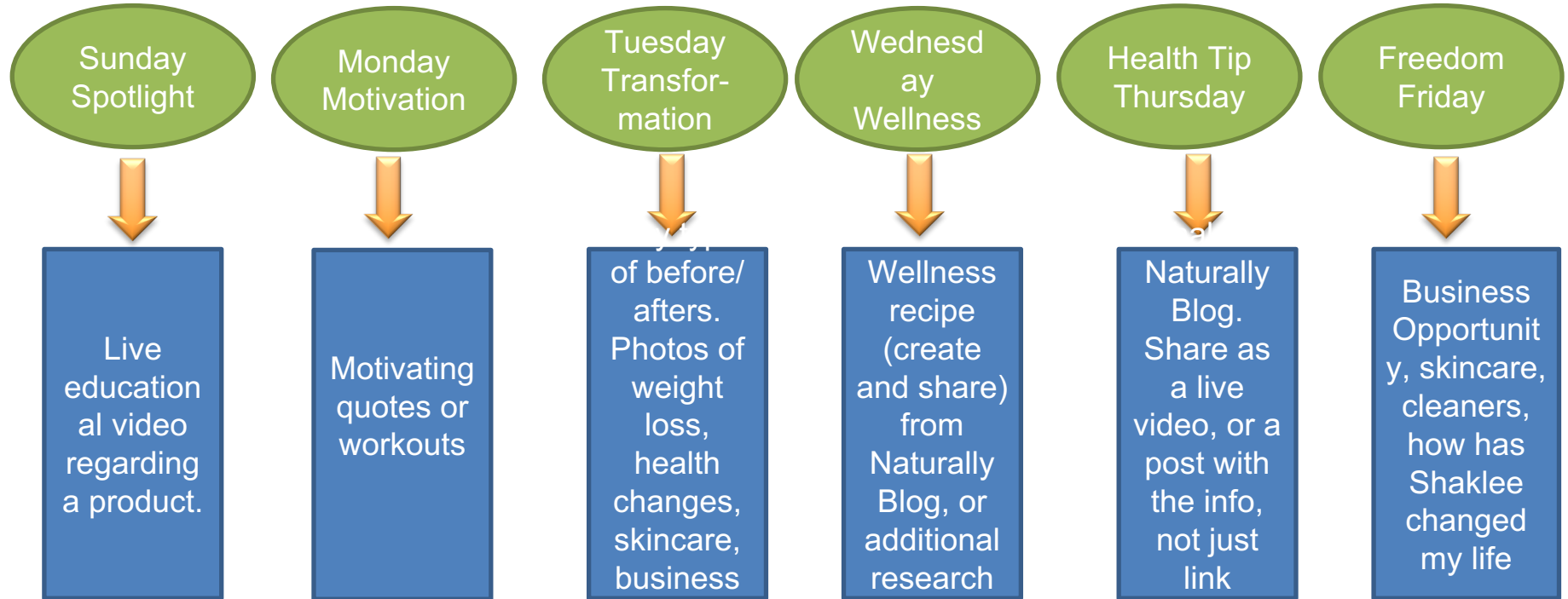
PV  
Around  
100

barb



Sarah's story

# Weekly Customer Maintenance & Education Program (Social Media)



# Sarah' s Plan

1. Increase to 4000 PGV ACTIONS
  - a. Continue customer education
  - b. Meet 2 new people a week (classes at gym, new role at work, ask for referrals)
  - c. Commit to 2 in homes a month (one on the business opportunity)
2. Add 6-8 distributors to my team
  - a. Reach out to **50 people** to take a look at the business by 2/15
3. Build 1-2 distributors to Director level
  - a. Set up events, coaching calls and planning sessions with QD

# Karen Beckley's 4 Quadrants to Setting Goals

## ACQUIRING NEW CUSTOMERS

LAUNCH EVENT  
HEALTHPRINT  
REFERRALS  
BUILDING NETWORK  
5-DAY DETOX

## EDUCATING & SERVING CURRENT CUSTOMERS

THANK YOU CARDS  
INCENTIVES/PROMOS  
GIFT FULFILLMENT  
3-WAY CALL  
INVITES TO EVENTS

## PERSONAL DEVELOPMENT

PODCASTS  
BOOKS  
CONFERENCES  
WORKSHOPS  
MENTORSHIP  
ACCOUNTABILITY CIRCLE

## SHARING THE BUSINESS OPPORTUNITY

BIZ PRESENTATIONS  
ONE-ON-ONES  
BUSINESS BLITZ  
VIRTUAL EVENT:  
"A DAY IN THE LIFE"

Sarah's Story and  
Plan

Managing or  
growing ?

Motivational Monday  
Transformation Tuesday  
Wellness Wednesday  
Health Tip Thursday  
Freedom Friday

## Action Steps for Session #7-- Power of the Plan

- Create a 2000 PV Plan for yourself .. And for any business partners downline from you... ON PAPER &/or day planner
- Create your weekly working plan.. ON PAPER &/or day planner
- Schedule the activities and begin inviting ... INVITE FIRST ... PEOPLE CONTACT FIRST .. Then ordering materials, etc comes after in non-prime time.



# **Addendum and Resources**

5 Day Reset materials

Shaklee Day Planner ordering info

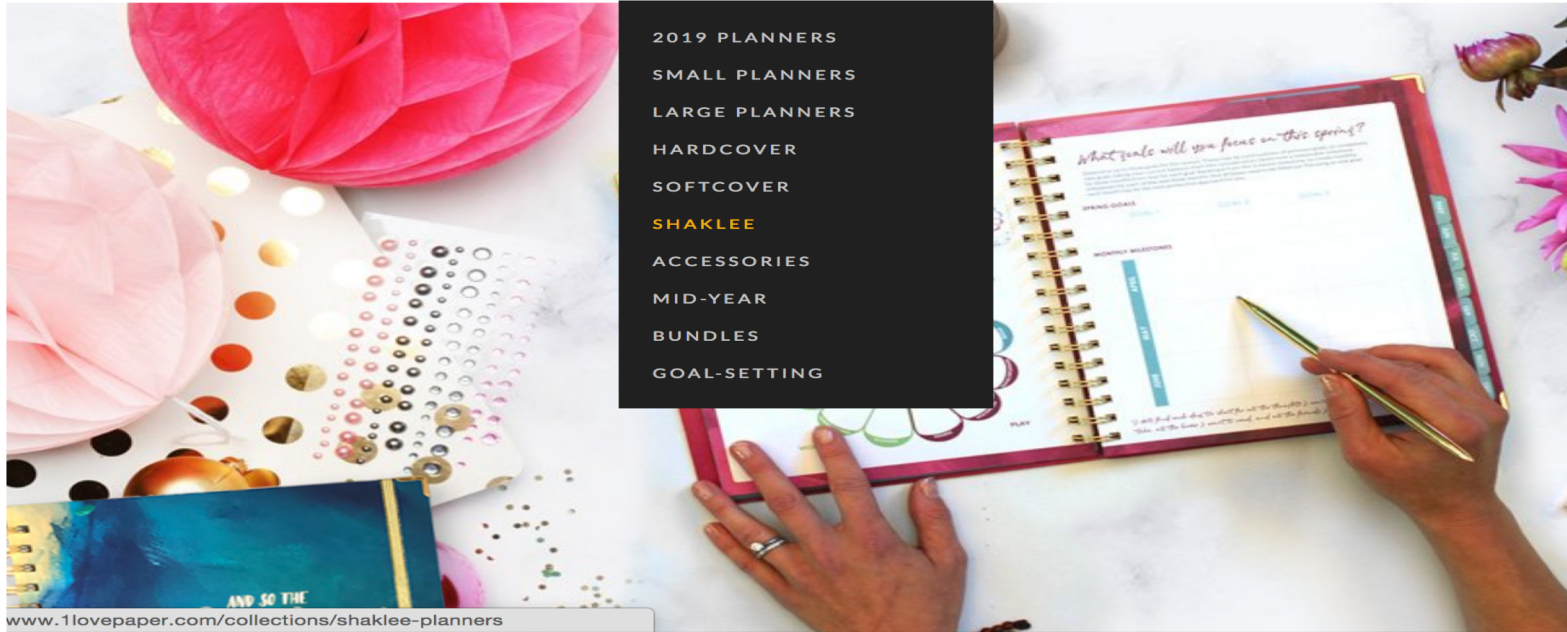
# Shaklee-Inspired Planner

[www.1lovetpaper.com](http://www.1lovetpaper.com)



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BUNDLES  
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AVAILABILITY: **LOW INVENTORY**

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1



ADD TO CART





# Final Week #8 – Leadership Skills to Build an Organization of Leaders





# The Power of Five Day Reset/ Detox



## 5 Day Reset

Affordable. Simple. Effective. BIG Results.

The infographic is set against a background of overlapping teal and blue geometric shapes. It is divided into two main columns by a central vertical line. The left column is headed 'DIET' and the right column is headed 'HEALTH'. Each column contains a list of seven items, starting with 'MENTALITY FOCUSES ON' and ending with a concluding statement. The text is in a bold, white, sans-serif font.

<b>DIET</b>	<b>HEALTH</b>
<b>MENTALITY FOCUSES ON</b>	<b>MENTALITY FOCUSES ON</b>
<b>FOOD AS THE ENEMY</b>	<b>FOOD AS FUEL</b>
<b>MY BAD HABITS</b>	<b>MY GOOD HABITS</b>
<b>THINGS I AM DOING TEMPORARILY</b>	<b>THINGS I AM DOING FOREVER</b>
<b>THINGS I DON'T LIKE ABOUT MYSELF</b>	<b>THINGS THAT I WANT FOR MYSELF</b>
<b>THE SCALE</b>	<b>THE DAILY CHOICES</b>
<b>A FINISH LINE</b>	<b>A LIFELONG JOURNEY</b>

What is a reset?

Who needs it & why?

What are the benefits?

# Social Posts and Individual Invitations

## Shaklee 5-Day Detox

July 16th - 20th

get back on track • receive support & accountability  
lose 3-5 lbs. • overcome sugar & caffeine cravings  
gain energy & health • feel your best



- UNLIMITED VEGGIES
- 2 HEALTHY SNACKS
- 3 PROTEIN PACKED LIFE SHAKES
- MOST ADVANCED SUPPLEMENTS  
ON THE MARKET

## Get Yourself Back on Track

Shaklee 5-Day Detox • November 12-16

### WHAT TO EXPECT:

healthy snack list  
unlimited fruits & veggies  
the most advanced  
supplements on the market  
protein-packed Life Shakes  
support & accountability  
overcome cravings  
lose 3-5 lbs.



# Top signs you may be suffering from a buildup of TOXICITY

Difficulty concentrating Mood swings  
Irritability Low or inconsistent energy  
Bloating or gas Migraines & headaches  
Caffeine addiction Anxiety  
Brain fog Sugar cravings  
Binge eating or drinking Water retention



# *Benefits of Resetting*

- Jump starts weight loss
- Helps overcome cravings for sugar, fats, alcohol, & caffeine
- Balances & regulates hormones
- Realigns TRUE appetite & satiety levels
- Boosts metabolism & enhances digestion
- Heightens sense of smell, sight, touch, sound, & taste
- Brings radiance to eyes & skin
- Increases focus, clarity, & energy

## Products Included in the Reset

- You can use 2 products ...  
Vitalizer and Shaklee Life Shake (and lots of vegetables)
- Karen Beckley's detox also includes (in addition to Vitalizer and Life Shake):  
(Liver DTX, Alfalfa, and Herb Lax) Be mindful of how healthy or not a new customer may be so as not to detox too quickly.

## Function of Supplements Needed:

Alfalfa tabs (5 tablets in am, 5 tablets in pm)

- A great diuretic that reduces fluid retention
- Contains chlorophyll—an excellent body cleaners and detoxifier
- Contains vital trace minerals
- Increase alkaline reserves and helps balance acids
- Natural anti-inflammatory

Herb Lax (2-4 tablets per day at bedtime)\*

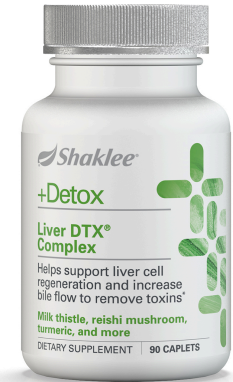
- A natural body cleanser
- Regulates bowel function and promotes regularity
- Stimulates bile flow in liver

Liver DTX\* (Take 1 in am and 2 in pm)

- The liver is the primary organ of detoxification
- Helps detox liver naturally
- Helps maintain bile flow
- Helps regenerate liver cells

Optiflora Probiotic Complex (1/day) \*This is the pearl in your Vitalizer strip

- Improves Digestion
- Increases immunity
- Restore health of the gut



## **Reset Breakfast:**

Lemon Water or Wake-Up Detox Lemon Tea\*

Shaklee Life Energizing Shake

Supplements: 5-10 Alfalfa, 1 Liver DTX, 1 B-Complex or Stress Relief Complex, any other

Shaklee supplements you take

## **Reset Lunch:**

Shaklee Life Energizing Shake

Unlimited Veggies

## **Reset Dinner:**

Shaklee Life Energizing Shake

Unlimited Veggies

Supplements: 5-10 Alfalfa, 2 Liver DTX, 1-4 Herb-Lax (start with 1-2 at dinner or bedtime)

## **Reset Snacks:**

Lots of veggies (unlimited), fruit (2-3 servings) and protein (nuts, hummus, string cheese, etc.)

Shaklee 180 Snack Bars

Shaklee Energizing Tea, black coffee, unsweetened tea and water

# Sample Plan

No: Meat, carbs and sugars not in the above items, alcohol, oils, salt (limit dairy)

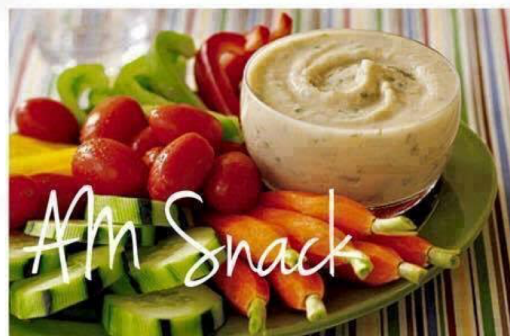




Wake up



Breakfast



AM Snack



Lunch



PM Snack



Dinner



# Healthy Snack List

- Celery and Peppers with 2 TB Hummus
- Carrots sticks and 2 TB sunflower butter
- Edamame (1/2 cup)
- Cauliflower with 2 TB black bean dip
- Apples with 2 TB Almond Butter and Raisins
- Shaklee snack bar
- Hard boiled egg and ½ Avocado
- 1 pear and string cheese
- Plain Greek yogurt with raspberries
- Small bowl of grapes and walnuts
- Low-fat cottage cheese with cut-up fruit
- Banana w/ peanut butter
- Handful of pistachios and apple/pear/banana
- Frozen grapes (great for a cold summer snack!)
- Cucumbers w/ feta cheese
- 12 raw unsalted almonds and raisins
- Leafy greens, sliced cucumbers with fresh squeezed lemon & olive oil
- Fresh guacamole (1/2 avocado mashed with dash of sea salt) with veggies
- Handful of seeds: pumpkin or sunflower with ½ cup blueberries
- Plain kale chips
- Fresh salsa w/ rice crackers
- Rice cakes with peanut/almond butter

*\*\*Remember...All-natural versions of the foods above will deliver the BEST results (foods with NATURAL sugars and HEALTHY fats).*

# THE ULTIMATE GROCERY LIST

Pick up these ingredients and you'll be able to eat well all week long!

## VEGETABLES

SPINACH  
KALE  
BROCCOLI  
ZUCCHINI  
AVOCADOS  
TOMATOES  
RED PEPPERS  
SWEET POTATOES  
ASPARAGUS  
MUSHROOMS  
CUCUMBER



## FRUIT

STRAWBERRIES  
BLUEBERRIES  
BANANAS  
APPLES  
LEMONS  
RASPBERRIES  
PEARS  
GRAPES



## SEASONINGS / SPICES

KOSHER SALT  
BLACK PEPPER  
SEA SALT  
GARLIC  
LEMONS/LIMES  
CINNAMON  
TURMERIC  
THYME / ROSEMARY  
CRUSHED RED PEPPER FLAKES



## PROTEIN

BONELESS CHICKEN BREAST  
GROUND TURKEY / CHICKEN  
WILD SALMON  
TOFU  
TURKEY BACON  
EGGS



## DAIRY

ALMOND MILK  
SOY MILK  
COCONUT MILK  
DAIRY MILK  
PLAIN GREEK YOGURT  
FETA CHEESE  
STRING CHEESE



## NUTS / NUT BUTTER / SEEDS

HUMMUS (CHICK PEAS)  
PEANUT BUTTER  
ALMOND BUTTER  
SUNFLOWER BUTTER  
ALMONDS  
CASHEWS  
SUNFLOWER SEEDS  
PUMPKIN SEEDS



## FROZEN ITEMS

STRAWBERRIES  
PINEAPPLE  
BLUEBERRIES  
PEACHES  
SPINACH  
KALE  
EDAMAME



## DRIED FRUIT

RAISINS  
CRAISINS



## OILS / CONDIMENTS

EXTRA-VIRGIN OLIVE OIL  
COCONUT OIL  
AVOCADO OIL  
MUSTARD  
APPLE CIDER VINEGAR  
RED WINE VINEGAR  
BALSAMIC



# SMART SNACKING

shopping list!

[www.themommabird.com](http://www.themommabird.com)

## SWEET & SALTY

1 PEAR AND STRING CHEESE  
GRAPES & WALNUTS  
BANANA WITH PEANUT BUTTER  
HANDFUL PISTACHIOS & APPLE/PEAR/BANANA  
RICE CAKES WITH PEANUT/ALMOND BUTTER  
HANDFUL OF SEEDS: PUMPKIN OR SUNFLOWER w/ 1/2 CUP BLUEBERRIES



## CRUNCHY & SALTY

CELERY & PEPPERS WITH 2TBSP HUMMUS  
CAULIFLOWER WITH 2TBSP BLACK BEAN DIP  
CUCUMBER w/FETA CHEESE  
FRESH GUACAMOLE (1/2 AVOCADO MASHED w/SEA SALT) SERVED WITH VEGGIES  
HANDFUL OF SEEDS: PUMPKIN OR SUNFLOWER w/



## CRUNCHY & SWEET

CARROT STICKS & 2 TBSP SUNFLOWER BUTTER  
APPLES WITH 2TBSP ALMOND BUTTER & RAISINS  
12 RAW UNSALTED ALMONDS AND CRAISINS



## SWEET

SHAKLEE SNACK BAR  
PLAIN GREEK YOGURT & BERRIES  
LOWFAT COTTAGE CHEESE & FRUIT  
FROZEN GRAPES











## SALTY

EDAMAME (1/2 CUP)  
HARD BOILED EGG & AVOCADO  
LEAFY GREENS, SLICED CUCUMBERS  
WITH FRESH LEMON JUICE & EVOO  
PLAIN KALE CHIPS  
FRESH SALSA WITH RICE CRACKERS



## THE BEST SNACKS ARE 200 CALORIES OR LESS

Snacking helps keep your metabolism up throughout the day, helping you burn calories while keeping energy levels up!

	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SUPPLEMENTS AM/PM
Lemon H <sub>2</sub> O 						MONDAY
BREAKFAST 						TUESDAY
AM SNACK 						WEDNESDAY
LUNCH 						THURSDAY
PM SNACK 						FRIDAY
DINNER 						<i>Keep Going</i> <small>NO MATTER WHAT</small>
LATE SNACK 						
EXERCISE 						

## Tips:

- Participants are provided with a “recipe sheet” for 10-20 smoothies
- Substitute a Shaklee 180 Meal Bar for a Life Shake meal once a day
- Drink half your weight in ounces of WATER each day!!!
- Steam your veggies if it's hard for you to digest raw, also add EZ-Gest
- Lemon juice, lime juice with or without olive oil or pureed avocado is great salad dressing
- Options for “milk” in shakes (cow's, soy, almond, coconut)
- If cravings, add another B-complex to your regimen
- Want more energy? Have another Shaklee Energizing Tea!

### \* Morning Hydration:

- Lemon Water = squeeze 1/2 lemon into water (drink warm or cold) – OR
- Wake-Up Detox Lemon Tea = Lemon Water + 1 Shaklee Energizing Tea stick





Our team creates a private FB group where our clients feel safe to ask questions, discuss symptoms, and celebrate successes.

Clients are educated on Shaklee products and how to continue their momentum at the conclusion of the reset.

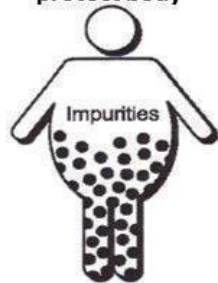
## Support & Encouragement





## Dieting

Fat stored to "enrobe"  
impurities/toxins to  
protect body

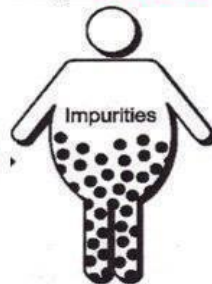


Dieting **stresses**  
the body by  
limiting  
nutrients

Fat burned, but  
impurities/toxins  
remain - in higher  
concentration



Body reacts to increased  
impurities/toxicity - goes into  
emergency fat production to protect  
body - **REBOUND!**



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## Cleansing

Fat stored to "enrobe"  
impurities/toxins to  
protect body



Cleansing gives  
the body the  
nutrients it needs  
to succeed

Impurities released as  
fat burned



Better overall health  
Less fat, more muscle,  
and **NO REBOUND!**



# RESULTS



I host one detox every other month – current & new customers

- AMAZING & quick results
- At least 60% of my members start as “resetters”... and then become ongoing Shaklee members
- Many referrals are from customers who have done a reset & shared with friends/family/coworkers
- 75% of my distributor team began as “resetters”
- They built a great deal of their business off resets as well as their transformation from the resets
- Resets have transformed my health

## Signs you may be ready for a detox...

- Sugar cravings
- Caffeine addiction
- Headaches.. Migraianes
- Brain fog
- Mood swings
- Low or inconsistent energy
- Water retention
- bloating
- Gas
- Anxiety
- Irritability
- Difficulty concentrating
- Binge eating
- Binge drinking

# Benefits of Resetting/ Detoxing

- Jump start weight loss
- Help overcome cravings for sugar, fats, alcohol, caffeine
- Heighten sense of smell, sight, touch, sound and taste
- Help balance hormones
- Help realign appetite and satiety
- Boost metabolism
- Enhance digestion
- Brighten eyes and skin
- Help improve focus, clarity and energy
- Help boost immunity

# Reset Results

**Tammy** - 12 People, 5 new customers

- \$2800 sales
- 2400PV total
- 5 bought all the extra products, others bought 150PV or a little with other products purchased.

**Laura:**

6 people attended, 2 referrals , 700 PV

I have 8 other people interested in doing it, 4 are brand new.

**Francine:** 9 current members attended. 1 referral. All of the 9 purchased the reset "kit", but some already had some of the products at home so they didn't need to order everything. Generated 1000 PV