

# Monday Wellness Webinars

March 7 – Kristen Jakubowski Story and Review of Benefits of Shaklee Business

March 14 -- Nutritional Support for Cancer Patients Dr Steve Chaney

March 21 -- Lyme Disease -- Martha Willmore

March 28 -- A Day in the Life of a Shaklee Business Leader

– Katie Odom and Ashley McDonald

April 4 -- Presidential Master Coordinator Gary Burke presenting benefits of a Shaklee business

April 11 –NO WEBINAR . Los Cabos Shaklee Dream Trip

April 18 – Hormonal Imbalance – PCOS, Endometriosis

April 25 – A Day in the Life of a Shaklee Business Leader

--Katie Odom and Ashley McDonald

May 2 – Sarah Hein Business Story

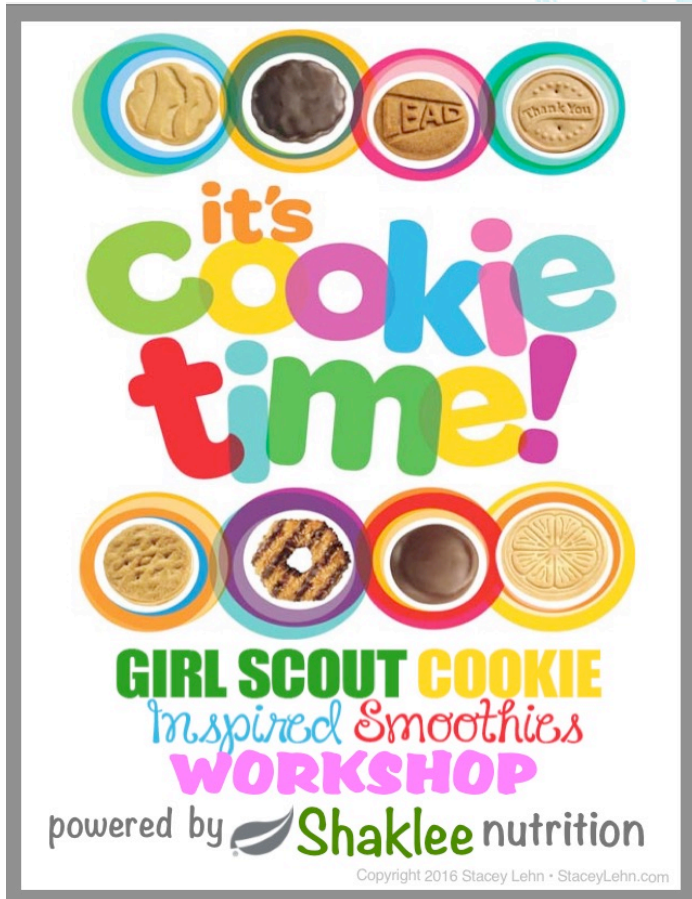
# Pam's Tips of the Week – Vendor Fair Idea

Short Form – allows you to call them to get address for sending the free samples and to have a conversation about their needs and interests.

- Name \_\_\_\_\_
- Email \_\_\_\_\_
- Phone \_\_\_\_\_
- Sample Choice      \_\_\_Life Shake      \_\_\_Energy Chew      \_\_\_Energy Tea

## Smoothie Workshop Results and Lessons

- 90 minutes,
- 1 new member
- 503.70 PV plus \$50 in workshop fees.      pam





# Girl Scout Cookie Smoothie Party

## Girl Scout Cookie Inspired Smoothie Recipes



### Tagalongs

2 scoops Chocolate Shaklee Life Shake  
1 T Peanut Butter  
1 tsp Butter extract  
¼ cup Vanilla Yogurt  
1 T Cocoa Powder  
8 oz. Milk of choice  
Ice as needed



### Samoas

2 scoops Chocolate Shaklee Life Shake  
2 T Honey  
¼ tsp Caramel Extract  
¼ tsp Coconut Extract  
¼ cup Vanilla Yogurt  
1 T Cocoa Powder  
8 oz. Milk of choice  
Ice as needed



### Thinmints

2 scoops Chocolate Shaklee Life Shake  
1 T Cocoa Powder  
¼ tsp Peppermint Extract  
¼ Banana  
8 oz. Milk of choice  
Ice as needed



### Savannah Smiles

2 scoops Vanilla Shaklee Life Shake  
¼ tsp Almond Extract  
Juice from half a lemon  
¼ banana  
8 oz. Milk of choice  
Ice as needed



### Rah-Rah Raisin

2 scoops Vanilla Shaklee Life Shake  
¼ cup Oats  
2 T Raisins  
¼ Banana  
8 oz. Milk of choice  
Ice as needed



### Do-Si-Do

2 scoops Vanilla Shaklee Life Shake  
1 T Peanut Butter  
¼ cup Oats  
¼ Banana  
8 oz. Milk of choice  
Ice as needed



### Toffee Tastic

2 scoops Vanilla Shaklee Life Shake  
1 tsp Carmel Extract  
1 tsp Butter Extract  
¼ T Honey  
¼ cup Vanilla Yogurt  
8 oz. Milk of choice  
Ice as needed

For Smoothie Freezer Meals, add all ingredients in a 1-quart freezer bag EXCEPT for the milk and ice. Place in freezer until you are ready for a smoothie. Dump all the contents of the freezer bag into the blender, add milk and blend. Add ice if needed and ENJOY!

For more Smoothie Recipes join us at The Smoothie Girl and her Freezer Recipes Facebook group. Use the hashtag #thesmoothiegirl for Instagram and Facebook!

akl pam



## Pam – Reflection from Chairman's Retreat---Success Takes Focus

- At Chairman's Retreat – 224 leaders .. Every one had both feet in.
- Shaklee saw me as one of their top leaders.. Me?? Really??? .. As a result... I allowed myself to view myself as a top leader, too.
- And then I began to ACT like a top leader... and it feels good.
- I returned from the Retreat with a renewed sense of purpose...
- I have increased my activity level and hours I devote to my business... and most of all .. Expanded my vision.
- I stopped listening to the negative voices in my head (“ why can't I find a business partner? “) and now only hear my supporters saying , “ You WILL be a Master Coordinator!”
- Just had my best month EVER .. Close to 9000 PV

Lesson – Figure out why you have landed in Shaklee and why you want to grow your business..

Stay laser-focused on your goals.. and you'll overcome and forget about all the little stuff along the way.

# What I Know Now That I Wish I'd Known Then... Lessons From the Leaders

Week # 8 Final Week  
March 24, 2016

8 Weeks To Director  
Shaklee Business Training 2016



# Our Training Team



Key  
Coordinator  
Harper Guerra



Senior  
Executive  
Coordinator  
Lisa Anderson



Senior Executive  
Coordinator  
Katie Odom



Executive  
Coordinator  
Ashley McDonald



Senior Coordinator  
Becky Choate



Master Coordinators  
Barb Lagoni & Jo Coogan





## Objectives for Week 8

### Lessons from the Leaders



- For the last 8 weeks we have covered **what to do...** the key steps involved in developing a Shaklee business.
- We have reviewed skills – **communication skills** that connect us to others, inviting, servicing and following up, and best practices in reach-out methods and marketing ideas.
- There is one last topic now to cover .. And that has to do with **our thinking** and the internal conversation that transpires in our heads .. Which can either support us in our work and achieving our goals .. Or sabotage us and foster fear and doubt in our abilities.
- We asked a few of our leaders to share their thoughts about .. “ What They Know Now ..That They Wish They Had Known Then “ ... back when they first began their Shaklee journey.

Barb

Everything you go through is useful in your business.



**Lessons learned along the journey,  
make you a better leader.**

barb

## Perspectives on Expanding the Vision We Have ... for Our Lives and Our Business Harper Guerra



I wish I would have known back when I was starting ...

- How big an impact a Shaklee business would be making on my life...
- Impact on who I could become and am becoming
- That there was leadership within me .. Unaware and untapped
- That I was capable of so much more than I ever thought ...
- From conducting a meeting in my home ...and have people actually come
- To speaking in front of thousands of people
- And finally ... Now the no's don't stop me ... because I understand they are a necessary route to find those who are ready .. And understand what a joy it is to know I played some role in connecting someone to better health and when they join our business team ... to meaningful work.

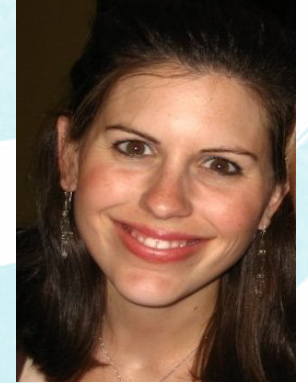


## From Harper ... People Are Watching



- They are watching on FaceBook
- They are watching our health journey ...
- And our business journey
- So understand people may not be ready to join you ... for now .. But there might be one story that they hear... one speaker.. one event.. one video clip .. That changes everything for them .. And next thing you know .. They are part of your business team .. Or among your life-long customers.
- The lesson – always leave the door open.. Love people where they are.

## Katie Odom – The Power of Residual Income



### What I Know Now ...

1099 's

- Year 1 -- \$10,000
- Year 2 \$25,000
- Year 3 \$40,000
- Takes 3 to 5 years to establish a strong stable organization
- Last month check -- \$4300/ month

# What I Know Now ..

## The Power of Live Conversation Katie Odom



- Our business is built entirely on relationships ...
  - relationships with our customers
  - relationships with our business partners
- Relationships are built through live ear-to-ear and face-to-face conversation .
- To advance in our businesses, we all will want to learn ...

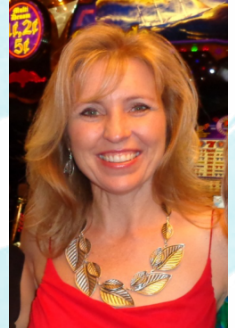
When to text ....

And when to talk



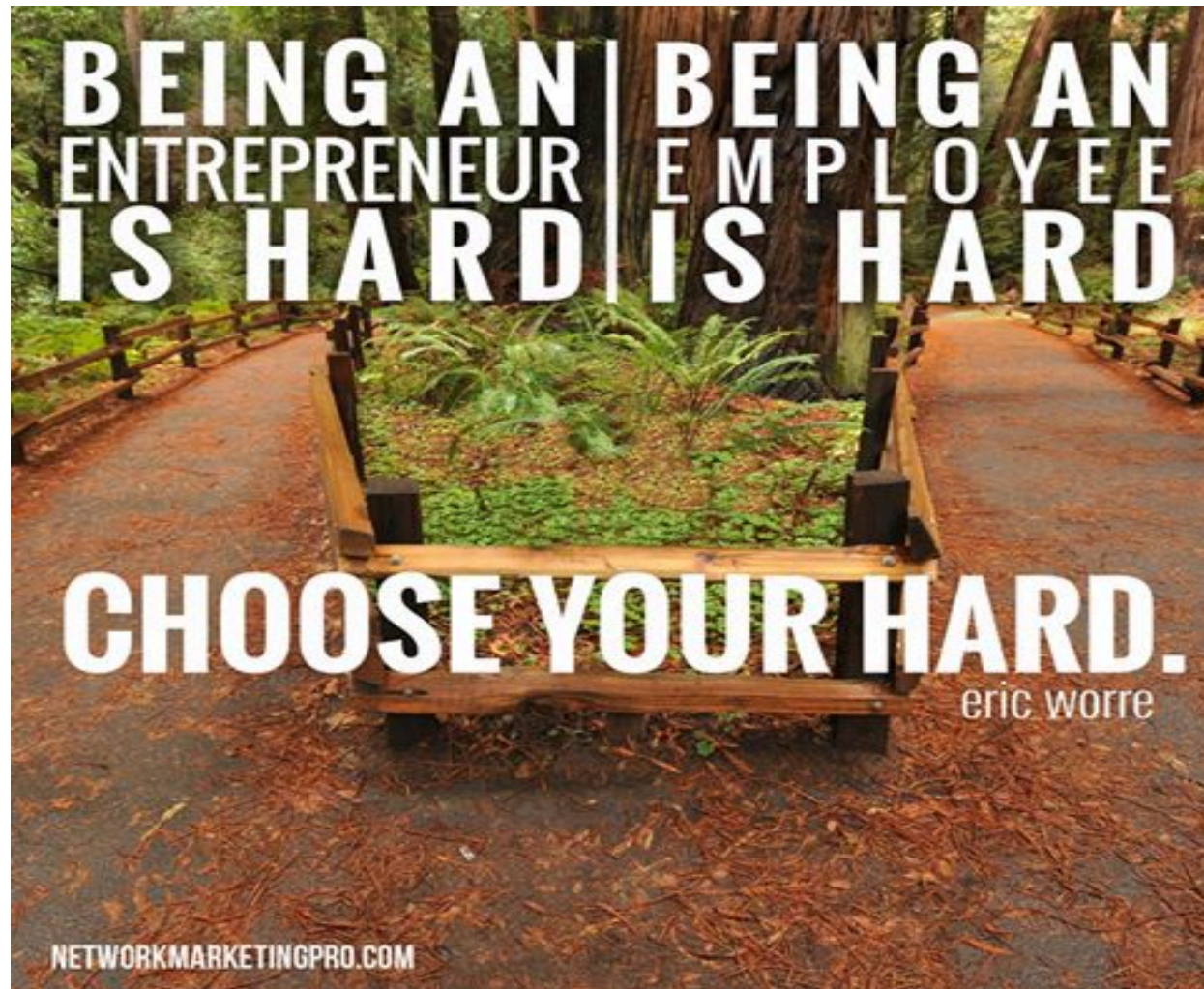
From Lisa –

## Perspectives on Handling Disappointments and Setbacks



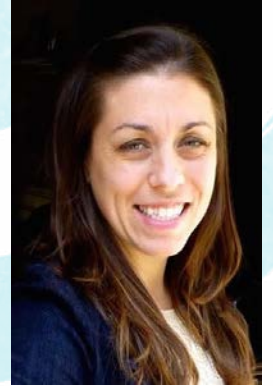
- When we work with a future vision .. A clarity of purpose ... the disappointments and occasional setbacks are merely hiccups ..
- They might sting a bit at first, but then we learn “to love people where they are” ... make sure we don’t miss any lessons in the experience .. Make appropriate adjustments when necessary...
- And press on. When we see the big picture, and where we are going, everything that we experience is a part of the process and the journey. We will not stumble over the difficulties along the way. Instead we will see the growth and progress.

- We cannot expect to be the best at every single thing every single day. But there are always a few things we do very well ...
- So at the end of day... at the end of week, at the end of month .. The sum total of our efforts is ... Pretty good. Heather Chastain, President Shaklee N.Am



lisa

## From Stephanie Bruce After Chairman's Retreat



- Actually set a goal: Take some time for self-reflection and determine what your ideal life would look like. Work backwards planning small, achievable steps along the way that will help you achieve that desired lifestyle.
- It's a marathon, not a sprint: Find a reason to stick with it even when you're tempted to quit. Keep your goals in front of you where you can see them every day.





## From Kristen Jakubowski After Chairman's Retreat



- As a Type A ( well former now ) .. I have decided to set as my mission ... lead with love in everything I do in the name of Shaklee.
- Once you decide that you are going to be a part of Shaklee for life... then everything changes .. and falls into place.
- You become disconnected from and unattached to the outcomes of your efforts and more focused on the reason for those efforts.
- There's a calming force in knowing WHY you are doing what you are doing -- I came back from Chairman's Retreat more comfortable, confident, settled and calm

## From Becky Choate -- We Choose Our Attitude



- Currently in one of the most tumultuous periods of my life ..
  - father in late stages of cancer
  - husband job hunting
  - possibly selling house and moving .. somewhere...when next job is found.
  - all 3 adult children moving this summer in 3 different directions

AND

I'm still able to move forward.

- I've never been more excited about building my business and I am SO thankful for my team
  - I am learning how to be "my best self" in the midst of life.
  - There will ALWAYS be distractions and hiccups in our days/weeks/months.
- Makes me appreciate all the more .. the flexibility and security our business provides.

A stylized orange flower with a yellow center, positioned in the upper right corner of the black background.

**Giving up  
on your goal  
because of one  
setback is like  
slashing your other  
three tires because  
you got one flat.**

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

becky

## From Ashley .. I Wish I Had Been Less of a Skeptic and Understood That This is Real Back When I Started



- Belief is a powerful force ...
- I had difficulty believing that
  1. the Shaklee business could generate the income and stability to provide for our family forever .. That the opportunity is there for anyone willing to work hard.
  2. that I had the ability to do it.
- Now after 3 years and I see what the business has produced... It is exciting to imagine where we will be after the next 3 years.
- If I had understood what I know now .. I would have shared the business with others long ago .. Now I see that for me.. It is the best part.





**If you are uncomfortable promoting your product or service to someone you know and love, that means you don't believe in that product or service. Either find a way to build that belief or do something else.**

- Eric Worre

ERICWORRE.COM

ashley

## From Jo – Never Underestimate the Power of Recognition to Lift and Empower and Connect



ACKNOWLEDGE  
CELEBRATE  
SUPPORT  
APPRECIATE  
RECOGNIZE  
AWARD  
VALIDATE  
HONOUR

We acknowledge how much we value others ... not just by giving “ things”.. But in our words and deeds...

- A phone call
- A note
- Public recognition in Newsletters and FaceBook pages

Giving of our time...  
may be the greatest message of  
recognition and acknowledging the  
importance and value of others.

Create a “Circle of Safety” -- Simon Sinek  
Leaders Eat Last – from Chairman’s Retreat

## Angie Thomas -- Reflections After Chairman's Retreat ... Don't Compare

- **Don't Compare** – Angie feels she lost 3 years of progress in her business because she was always comparing herself to others .. And falling short of the mark.

**Instead she recommends ...** Use the success of others :

**-- To inspire                      and                      -- To instruct**

She found herself falling into “ Poor me... Victim mentality “ vs “ If she can do that...I can do that .. Abundance mentality.”



*“ Hearing about the successes of others really doesn't take anything away from us. Comparing just creates negative energy, unhealthy and unkind thoughts and doesn't move us forward. The only difference between what successful leaders are doing and what I am doing is the way they are thinking.”*

Nothing grows in Negativity

Our businesses don't grow.... And we don't grow



“A flower does  
not think of  
competing with  
the flower  
next to it.  
It just blooms.”



## Get Comfortable With The Business Side of Shaklee

- In the beginning, she wouldn't mention the business unless someone asked her ... and then they rarely joined her... She didn't realize she was conveying a message of disinterest.
- Angie says.. *Find out why you are uncomfortable and get over it.*
- Ex – Angie had negative experience with overly-aggressive sales pitch from a neighbor... Didn't want people to cross the street when they saw her coming.
- Now her vision of a Shaklee business is very different.. Not driven by fear of losing friends, but rather sharing a way of doing business that is so special to her that she wants to let others know about it.
- Ask yourself.. **On a scale of 1 to 10 ...How grateful are you for your business.**  
**How special is your business to you.**
- Can't appreciate our business until we learn what **alternatives** there are for a mom who wants to contribute to the family income... and what she often has to give up...**time with her kids, time with her spouse, and often times .. Her health.**

## Stop Worrying About What People Think... and Do Our Job

- And our job is ... to share information about Shaklee products, Shaklee business and health.. NOT to decide for others.

( If we don't tell them, they won't know it exists .)

- Maria Shriver – In Shaklee, we don't have to juggle family and job...

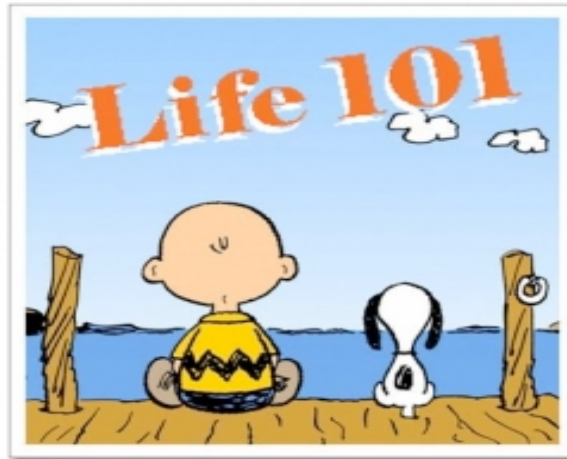
We INTEGRATE them.

Roger Barnett -- Shaklee is “ **the Land of AND**” ...

We can make an income .. AND be home with our family.

We can share information that can change the long-term health of our children, our neighbors, our families, our friends....AND work from home to cook healthy meals, and include our children and families in our mission and vision of contributing to a healthier planet and healthier world. angie

Fears separate us .  
They prevent us from making connection..  
which all people seek.  
The greatest need of every human being is to  
be loved and accepted.



barb

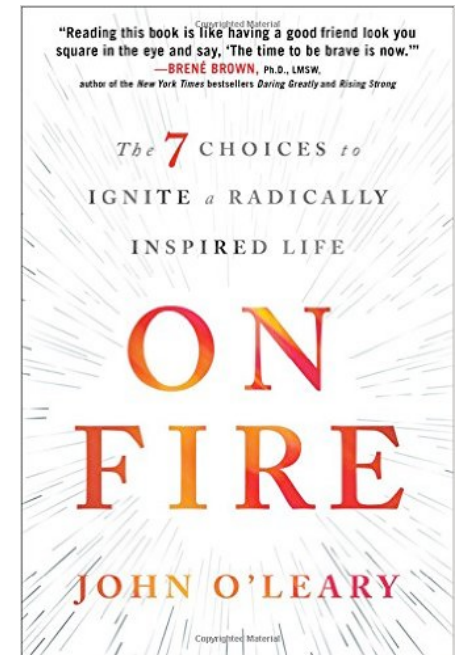
## It's About WE

When John O'Leary was 9 years old, he was almost killed in a devastating house fire. With burns on 100% of his body, O'Leary mustered an almost unimaginable amount of inner strength just to survive the ordeal.

The insights he gained through this experience and the heroes who stepped into his life to help him through the journey—his family, the medical staff, and total strangers—changed his life.

Now he is committed to living life to the fullest and inspiring others to do the same.

angie





## From Barb --The Power of One

- When a leader is inspired .. Dr Dean Ornish .. 4 simple shifts in how we live ...can help change the depressing statistics of the deteriorating health of Americans and American children.
- ( 1 in 3 women diagnosed with cancer, 1 in 2 men, 1 in 10 have diabetes which shortens an adult's life by 7 years .. A 10-year old child's life will be shortened by 19 years ! 1 in 10 on anti-depressants, etc )
- How many families a month can I inspire to be healthier... 10?
- 10 X 12 months .. 120 families a year healthier because of you .. Because of one person with a vision.
- Form a team ...each with a vision to influence 100 families a year ..  
5 leaders X 100 families = 500 families and maybe 1000 kids .. Happier, healthier, performing better in school... because of one person.
- Think about the impact the Shaklee business has had on those who just shared today. And they are all here because of 1 person with a vision upline from them.





# 5 Lessons in Life from Dr. Seuss

1. Today you are You, that is truer than true. There is no one alive who is Youer than You.
2. 'Why fit in when you were born to stand out?
3. You have brains in your head. You have feet in your shoes. You can steer yourself any direction you choose.
4. Be who you are and say what you feel, because those who mind don't matter and those who matter don't mind.
5. Today I shall behave, as if this is the day I will be remembered.

[facebook.com/GoodwillLibrarian](https://facebook.com/GoodwillLibrarian)

barb

## And Thus Your Journey Begins...

When we start on this Shaklee journey, we don't know where it will take us ...  
And what it will involve ...but  
What we do know for certain is ...  
We will have an unusual future as a result.

- You are now on the road to Director ...
- Equipped with all the basic skills
- There is a world of need awaiting you...
- And world of discovery you are about to learn about yourself
- It is going to be a wonderful, exciting , frustrating, scary, challenging, delightful, thrilling ride .. Filled with life-changing, heart-warming experiences and remarkable friends and colleagues.
- Thank you for joining us ...

Barb and Jo







# Next Session

## Preparing To Build Our Team

### April 7, 2016

### Journey to Executive Coordinator Begins

### April 21, 2016

lisa



# Don't Quit

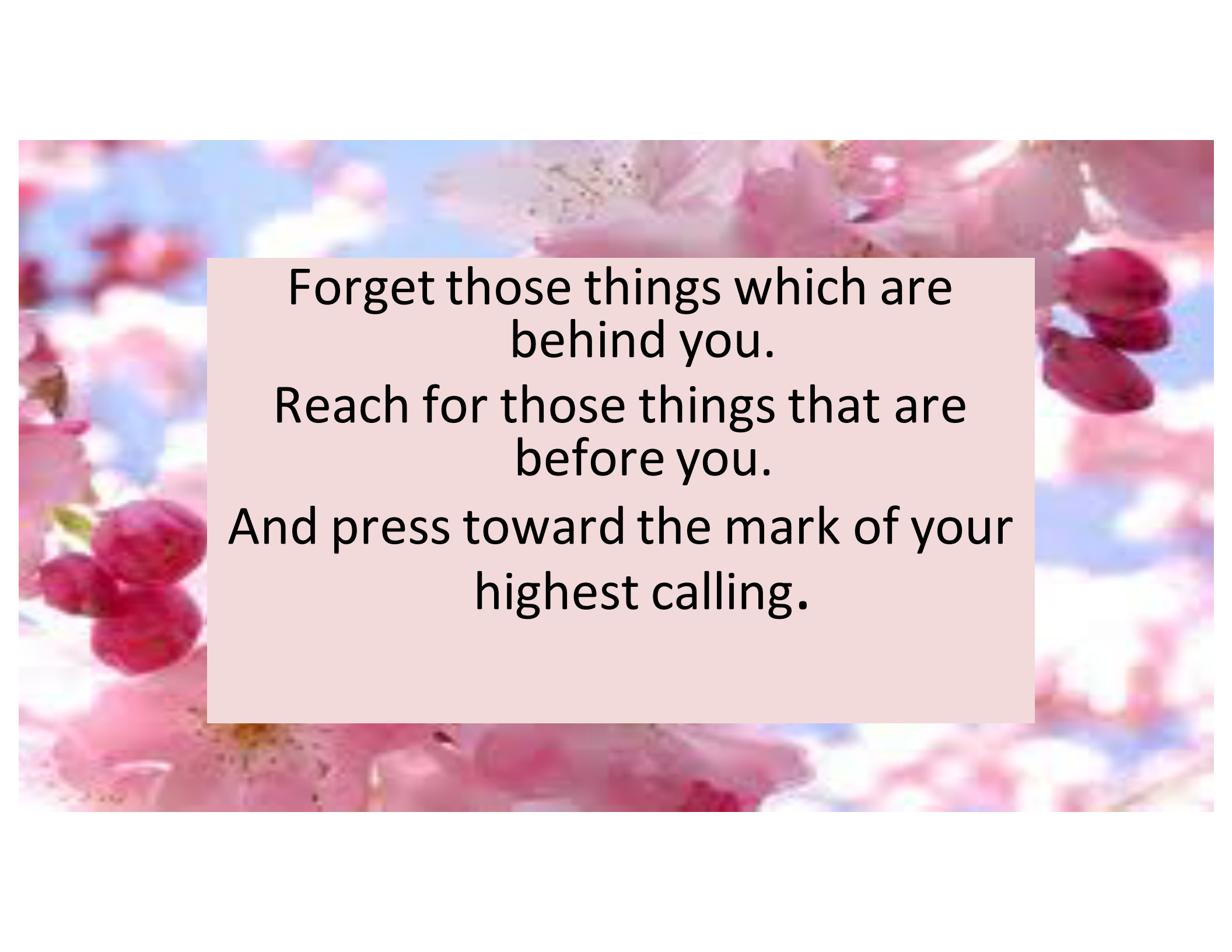
When things go wrong, as they sometimes will,  
When the road you're trudging seems all uphill,  
When the funds are low and the debts are high,  
And you want to smile, but you have to sigh,  
When care is pressing you down a bit  
Rest if you must, but don't you quit.

Life is queer with its twists and its turns,  
As everyone of us sometimes learns,  
And many a failure turns about  
When they might have won, had they stuck it out.  
Don't give up though the pace seems slow,  
You may succeed with another blow.



Often the goal is nearer than,  
It seems to a faint and faltering man,  
Often the struggler has given up  
When he might have captured the victor's cup;  
And he learned too late when the night came  
down,  
How close he was to the golden crown.

Success is failure turned inside out  
The silver tint of the clouds of doubt  
And you never can tell how close you are,  
It may be near when it seems so far;  
So stick to the fight when you're hardest hit,  
It's when things seem worst that you must not  
quit!

The background of the image is a soft-focus photograph of pink cherry blossoms and clusters of small, round, pink berries. The blossoms are in various stages of bloom, with some showing distinct stamens. The berries are grouped together, adding texture to the scene. The overall color palette is a range of pinks, from light blush to deep magenta, set against a slightly blurred background of more blossoms.

Forget those things which are  
behind you.  
Reach for those things that are  
before you.  
And press toward the mark of your  
highest calling.



## From Angie Thomas --What I Know Now that I Wish I Knew Then:

**Power of Basic H** ... sometimes we discount the people that aren't buying a ton or people that aren't coming to every event as though they don't want more or they wouldn't want a Shaklee biz b/c they "only buy Basic H" or we may act like a Basic H sale isn't that great b/c it has low PV and doesn't need to be reordered for eons.

- But at the retreat I can't tell you how many Masters and upper rank distributors I met that got hooked on Shaklee through Basic H! I now call Basic H2 the "Gateway Drug into Shaklee"! We can't make their decisions for them - product or business.

**This business takes work** ... believe it or not -- no Presidential Master Coordinator at the retreat told us that they got to where they are b/c they have a bunch of Stay-At-Home-Mom friends that were looking for something to do.

- Or because they had a ton of rich friends that can each buy 500pv a a month. Gary Burke's wife Faye told us that for 35 YEARS every week they had a meeting in their home!!! So. for good and bad. this business takes work.





Angie Thomas -- What I Know Now ... Making Friends  
is a Priority and the Community of Shaklee is Very Special and  
Remember Life Begins at the End of Our Comfort Zone

- When attending Shaklee events, set a goal to meet at least one new person.. Sit next to people you don't know. Introduce yourself. Hear their stories.
- Meet people at the grocery check out line. Be bold when people ask what I do. PICK UP THE PHONE!...
- “ Do something that scares you every day ...” Eleanor Roosevelt..
- Roger Barnett .. Put yourself in new situations.. Travel... experience environments that are not familiar .. “ It awakens different senses and awareness and we learn and grow in confidence.”

Stephanie Bruce – letter to her team

DECLARE IT AND DO IT... while washing dishes right now I finally solidified my goal  
.Clayton has always wanted to quit corporate America by the time he is 40 and then go into teaching or something where he can

1. have more time at home
2. inspire young minds.

We both feel that when our kids are older, they may actually have greater needs ... for parental guidance ... to feel loved ... to feel secure...especially when they will have so many influences from peers, etc.

I've personally always been worried about him leaving his "real job" and going into something that doesn't pay as much because... kids get more expensive as they get older!

But you know what? I have the power to do something about that! I have the power to grow something great that helps so so so many people while I'm still able to stay at home with the kids and not miss a single moment.

So I'm setting a goal - that in 8 years when I'm 40 I will achieve the rank of Master Coordinator



I'm determined to do it –

I know it's going to be hard, trying and will probably even feel like why the heck did I decide to go public about this (lol!) but I know that this is what I want for my life...and yours too! ( message to her team )

I want you to be with me every step of the way. I want us to be together, achieving these milestones TOGETHER!!! I want to change the trajectory of OUR future's together, one little step at a time.

I am determined to make this work and to achieve that rank. Looking to the future has always been something hard for me...I'm a do-er and a checklist-er. I would set goals and check them off! By the time I was 25, I had accomplished every life goal I ever had for myself.

So these past 7 years have been kind of figuring out who I am and what I'm really supposed to do in my grown-up life. I encourage you all to think about what is your MEANING? your PURPOSE? and what is the LEGACY you want to leave behind? Declare it and let's do this TOGETHER!