



Repeat after me ...  
I can do this

[LikeABossGirls.com](http://LikeABossGirls.com)



WITH THE NEW DAY COMES  
**NEW STRENGTH AND NEW THOUGHTS!**

GOOD MORNING  
THEFRESHQUOTES

# Sunscreen SPF 30

Apart of Enfuselle line which holds 7 patents

- ✓ Hypoallergenic
- ✓ pH balanced
- ✓ No parabens
- ✓ No sodium laurel sulfate or sodium laureth sulfate
- ✓ No mineral oils or petroleum
- ✓ No animal bi-products
- ✓ Not tested on animals

You may want to stock up now ..  
Last summer Shaklee sold out of this  
very excellent sun protection product.  
It absorbs readily so greasy residue on  
skin .. Or in the swimming pool!

This is why I trust Shaklee ..  
Always safe,  
Always green,  
Always works.



# Basic H2

Multipurpose Organic Cleaning Concentrate

- ✓ Non-toxic, Organic-- Safe for people
  - ✓ Biodegrades in 30 days .. Safe for the planet
  - ✓ Cleans like CRAZY ! .. Just about everything !
  - ✓ Super Concentrated – Super ECONOMICAL
- 1 pint makes 48 gallons all-purpose cleaner for  
about \$10 !!



From Lindsay  
Wolski

harper





The background of the slide is a scenic view of Orlando, Florida. It features a large, white, three-dimensional 'ORLANDO' sign with a yellow outline, set against a clear blue sky. In the foreground, there are lush green palm trees and a body of water with a small fountain. A black lamppost is visible on the right side of the image.

## Shaklee Special Cash for Orlando Global Conference Incentive

Accumulate 20 Sponsoring Points in any one  
month April through June 30

Receive 1 share of \$30,000 ( worth at least  
\$100 / share)

Accumulate 35 points in any one month

Receive 2 shares !    katie

## Monday Wellness Webinars

April 18 – Hormonal Imbalance – PCOS, Endometriosis

April 25 – Virtual Smoothie Workshop

May 2 – Sarah Hein Business Story

May 9 – Thyroid Health -- Martha Willmore      becky

May 16 – Reset Your Health, Reset Your Eating, Reset Your  
Energy, Reset your Life

May 23 -- Acid Reflux

**LAST WELLNESS WEBINAR til September**

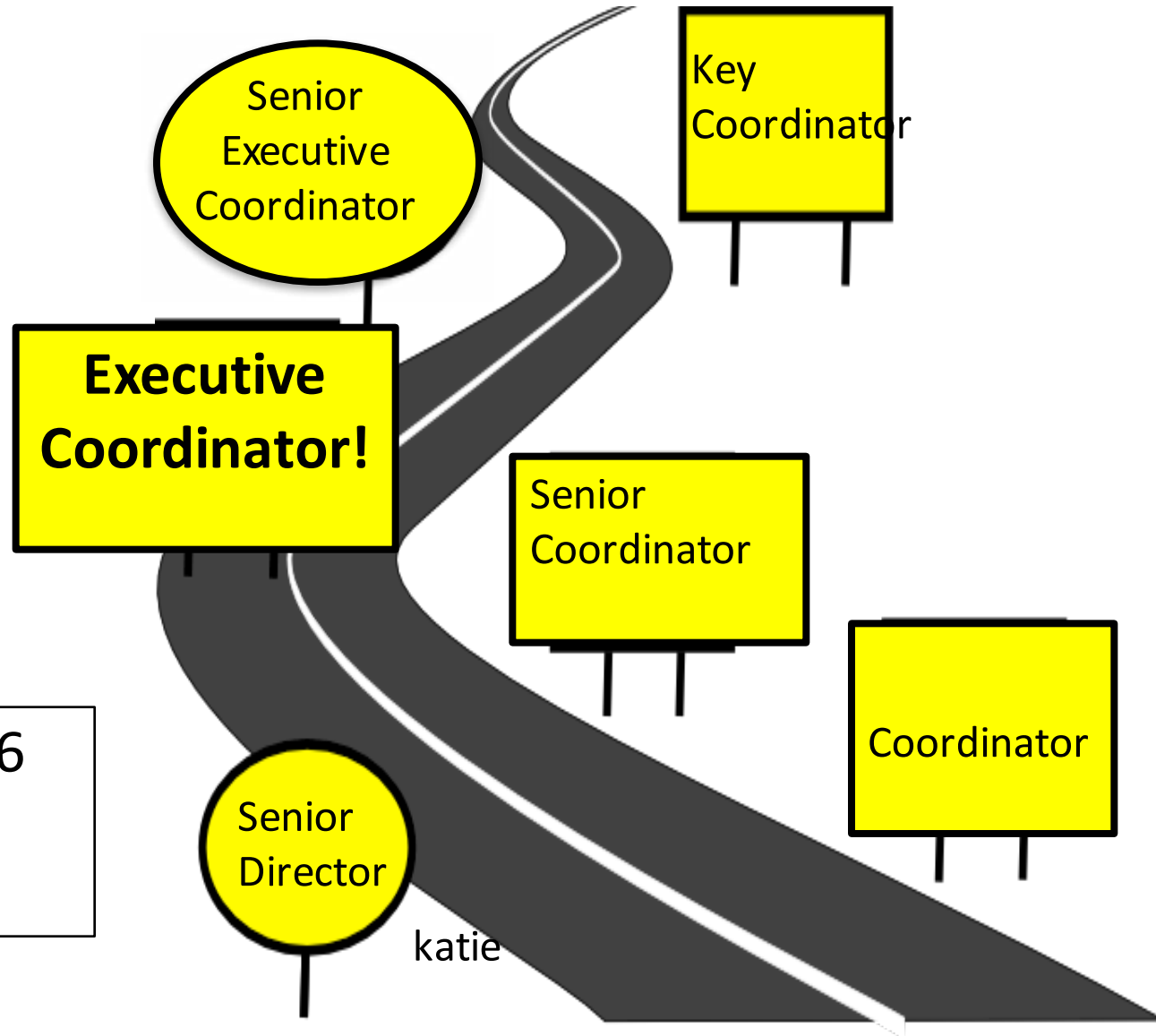


# Journey to Executive Coordinator

A Study of  
Leadership, Personal  
Development and  
People

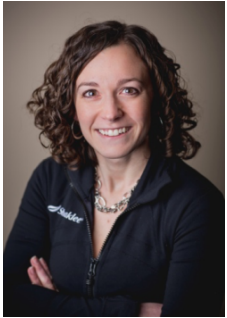
Session 3 Apr 28, 2016

## Prospecting 101





# 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 Session 3

## Prospecting 101

- Explore what attracts people to us ...
    - What attracts people to our business
    - What attracts people to join our business team
    - to Shaklee
  - To identify the best “fishing holes” to find business partners
  - Review what we are looking for
  - To understand the value of our industry so we can share our opportunity with confidence.
- katie

# When is Prospecting Fun, Exciting, Easy?

1. When we know unequivocally how much value the Shaklee business opportunity brings to others

2. When we know unequivocally how much value WE can be in bringing the Shaklee opportunity to reality for them and helping them be successful. katie

3. When we remain unattached to the results

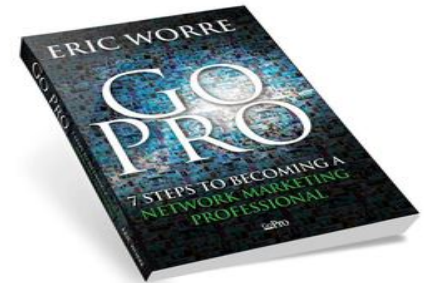
Ex . Commissioner of Baseball loves baseball .. I don't.

It doesn't matter. It doesn't affect his love of baseball.



## Notes from Go Pro by Eric Worre

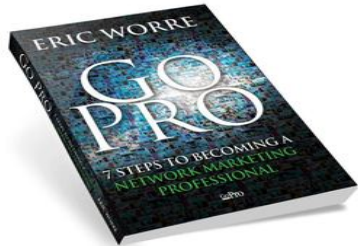
### Be Willing To Learn the Necessary Skills



**Network Marketing is increasingly attractive as the economy and traditional business practices shift.**

- No longer is it the norm to work hard for a company for 40 years and retire with a comfortable pension.
- In today's economy, people often switch employers multiple times and their compensation is no longer by the hour or by the month ... but rather ... is based increasingly on PERFORMANCE... not your time. (ex ...Servers in restaurants) becky
- Workers receive a low base salary and then can earn additional income based on certain performance benchmarks.
- Technology reduces need for workers (customer service calls.. Push 1, then push 3 etc, online ordering eliminates sales people, etc)



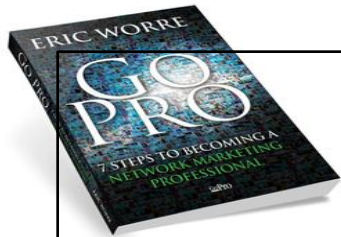


## Go Pro Notes continued

# Network Marketing is Better

Network Marketing fits the New Performance-based Economy because:

- ✔ The company provides corporate support ... and pays distributors on a purely performance-basis to promote their products.
- ✔ Through ... WORD-OF-MOUTH advertising .. The most effective kind. ( 92% of all economic transaction comes from word-of-mouth recommendation -- Roger Barnett ) becky
- ✔ The company pays the distributors the money they would otherwise have spent on advertising .. Which has become an increasingly fragmented operation for businesses.



## Go Pro Benefits to the Networking Distributor

There are skills to learn


- ✔ Distributor receives all the benefits of traditional business ownership without the risk
- ✔ No cap on our income.

becky

It is not a lottery ticket with which you hope to get lucky ...

Some new distributors approach 5 friends and if the friends don't join them immediately, they quit and claim the business doesn't work. ..

Without learning some skills – people skills, communication skills, business skills ... Skills we will apply to every aspect of our life .. Not just our business ... and we will likely become a better person for it..



Our job is to let people know about both business and product aspects of our company ... It will not be right timing for everyone .. Won't be a right fit for everyone, but it will be for many.

So be OK with “not interested at this time.”

You aren't looking for those who aren't interested ... just the ones who are .. So on to the next.

harper

# What Characteristics Attract You to Others?

- Used to be .. People who NEEDED me... and who were needy.

Now ..

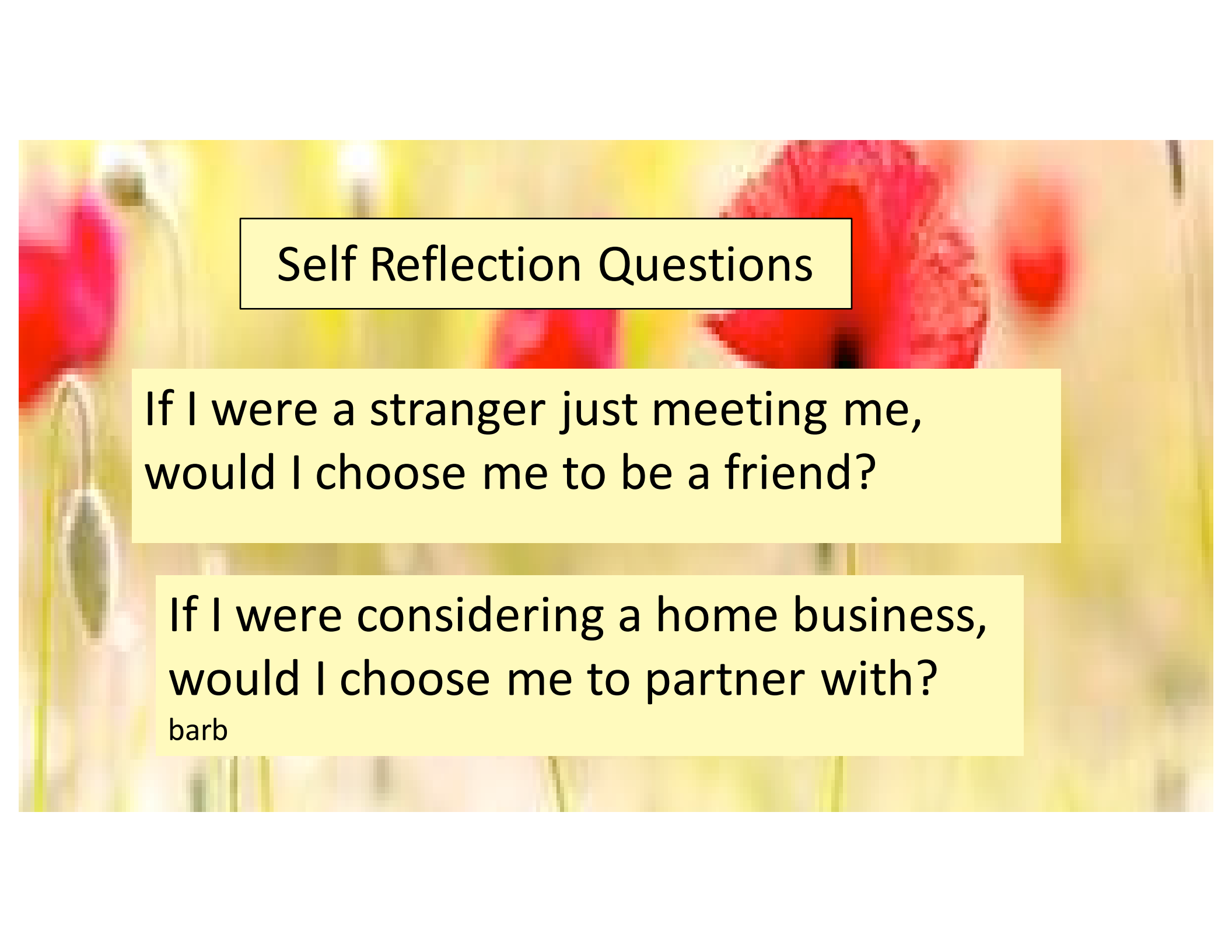
- People who have the capacity to serve and help others.
- The wonderful ones.
- Good people skills
- People who are held in high esteem by others
- Self-motivated, self-starter
- True to their word
- People who look for solutions ..who see possibilities harper



## What Characteristics Do We See in Others That Are Not Appealing and Create Disconnect

- People who become offended and resentful readily.
- Habitually negative and critical of others .. Who see the obstacles rather than working for the solutions.
- Victim mentality (scarcity vs abundance mentality)
- Know-it-alls .. Who need to be right .. And thus make everyone else wrong. harper
- People who lack confidence, enthusiasm or belief in what they are doing

Otherwise – all you will do is deal with drama.



## Self Reflection Questions

If I were a stranger just meeting me,  
would I choose me to be a friend?

If I were considering a home business,  
would I choose me to partner with?

barb

That's why we periodically do...  
A Check Up from the Neck Up ( Zig Zigler )

- BECAUSE it isn't just HOW MANY business presentations and conversations that we have ...
- It is very much who we are being and what message we are conveying when we are in those conversations.
- Are we conveying confidence .. Or doubt or even fear? katie

There are 4 ACES in the deck of cards ...  
We will be more likely to connect with the aces when we  
work on our personal development and people skills.

People won't remember what you said..Or what you did..  
BUT THEY WILL REMEMBER FOREVER  
HOW YOU MADE THEM FEEL ... Maya Angelou

How you make them feel can take the "no's" to ... "not yet".  
Ex – if selling another product, you criticize .. Then when that business declines, they are not likely to come back to you unless you "love them where they are"..

Remember that whenever you make a phone call or conversation of any kind.. How do you want that person to FEEL when you hang up that phone. Lifted? valued? Encouraged? harper



Think Over the Characteristics You Admire in Others  
...that attract you to others  
...that you look for in a business partner .. katie

And then remember. We attract that which we are ..

So if we want to attract people with those characteristics,  
we will want to adopt those characteristics ourselves.

Fishing Holes – where do we find business partners ?

katie

**ANYWHERE WE MEET NEW PEOPLE**

Next question ... how can we develop a relationship with new people we meet

## Where We Find Business Partners...

- From customers .. whom we introduce to all that Shaklee offers
- Product-oriented activities (Smoothie Workshop, Women's Health meeting, Healthy Home Healthy You meetings...)
- Face Book events
- In-home meetings
- Referrals from customers and others ("who do you know suffering with allergies?")
- Reconnecting with old friends

katie

## Outside Our Immediate Circle of Friends and Customers

- Networking organizations .. Chamber of Commerce, BNI, etc...
- Community groups
- Community groups on Face Book (Home schooling, environmental, MeetUp.com...)
- Interest groups ... humane rescue groups, bike clubs, running & walking clubs, women's clubs, moms groups, library story time,
- Fitness Centers
- FACE BOOK – coming soon .. Session on FaceBook as magnet for business partners

becky



## Use FaceBook in Follow Up After Meeting Someone New

- When meeting someone new ... ask questions to learn about THEM .
- Because of social media, you can stay connected and you don't have to try to tell them everything about Shaklee in your first conversation.
- When you get home, find them on FaceBook and make friend request.'
- Now you post on your Face Book page about your life and periodically as Shaklee is a part of your life .. Like .. “ Love working my business while being home with the kids.” with photo of the kids playing.
- Or post message from customer grateful for improvement in their health.
- Then post 80% of other stuff .. Like visiting your mother or family vacation or outings, or recipes, etc.
- Your new friend now learns about you.
- harper



To Summarize ...

## Anywhere you go ...

- 🌱 You can meet people
- 🌱 You learn about them
- 🌱 You friend them on FaceBook
- 🌱 And create future communication and relationship building

katie

## 5 Steps to Unlimited Prospects –Eric Worre

- Be aware of the fact that your list, your data base, on day you join does not determine your success in this business. Don't think your chances for success are slim to none with who is on your current list.
- Finding prospects is a skill. Most of the successful people in our business sponsored people they didn't know prior to getting involved with Shaklee.
- Their past list was NOT key to their success. It was the skill of developing relationships that mattered the most!!

## Step #1: Create active candidate list

- Every single person you know or have ever met...make a list as though you were getting paid a \$1000 for every name on the list. Empty your mind out on paper.
- Use a memory jogger to get those names down.

## Step #2: Constantly expand your list with people you meet, run into, connect with.

- Set up the discipline of adding 2 names per day of people you meet on line, in a social circle, in your daily living as you are “out and about”. Focus on building a connection with people. becky

## Step #3: Raise your awareness

- When you are out in the world you'll run into so many people that would be great in our business—but our social circle is so locked down...the person who gives us good service, waits on us, answers our questions...we don't look in the eye or find out their name.
- We are constantly presented with opportunities to connect with people. It's our job to raise our awareness and get outside our tiny circle of 5 friends and family members.
- Not talking about being a predator...just raising our awareness to connect with another human being; live a big life; collect friends; be a citizen of the world...help and serve others in some way.      becky



#### **Step #4: Mental mind set**

As you look at the world, or our list of our circle of family and friends, don't prejudge. We don't know what's going on in another person's world.

Don't push people out of the circle of possibility—that very person may be praying for exactly what you have to offer with Shaklee.

#### **Step #5: Network on purpose**


Join some new groups, volunteer, expand your hobbies, join a new health club, take a yoga class, join a networking group. Get out out of your house and meet people. Network on purpose and build relationships.

becky



## Action Steps – Prospecting 101

- Shaklee challenge – enroll 5 new business partners to join us in Orlando in August.
- Let's all make a list of what we would like to change to:
  - develop relationships more easily
  - to become more of a magnet for business partners.
- Make a list of activities to schedule this month to meet 5 new people ... with dates on the calendar. harper



**Session # 4** Prospecting Stories - How it Works in Real Life May 5, 2016  
**Session #5** Designing & Implementing the Plan May 12, 2016  
**Session #6** FaceBook as a Magnet for Business Partners May 19, 2016  
**Session # 7** Time May 26, 2016  
Harper

When we see lots of great ideas  
for generating PV and members  
etc . All worth doing ...

just remember ..

If our FIRST and most important  
GOAL to advance to Senior  
Director and beyond is to appoint  
a new First Generation Director ..

Then stay focused and ask  
yourself .. “ Is this activity getting  
me closer to developing a  
Director”.



Pam Cary's Goal Board