Shaklee Live 2015

5 Day Reset

Products to Purchase:

Item: #89384

OR

Item: #89404

Helps Eliminate:

-sugar cravings

-mood swings

-toxic build up

-brain fog

-increases your energy!

-helps you lose weight and maintain the weight loss!

-helps regulate your digestive health!

-24 grams of protein in 1 shake…1 egg only has 6 grams of protein

-quick and easy and can take with you on the go!

Stephanie Bruce

Special Offer .. Just for You

I know it has been awhile since you ordered any Shaklee products so we wanted to offer you special to invite you to experience the Shaklee Difference once again!!

Order $50 of Shaklee products by May 31st and you will receive a sample pack to experience some more products!!

Your sample pack will include:

- Enfuselle C+E PM Repair Facial sample
- Joint & Pain Cream Sample
- Shaklee Energy Chew Sample
- Shaklee 180 Energizing Tea Packet
- Basic H2 sample
- Shaklee 180 Snack bar (9 grams protein) becky

Shaklee Live 2015

Monday Wellness Webinars

May 2 – Kristen Jakubowski Health and 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 at current link

Schedule resumes Monday August 15 with new registration link … go to Learning From the Masters Face Book page for details when we know them.

Shaklee Live 2015

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

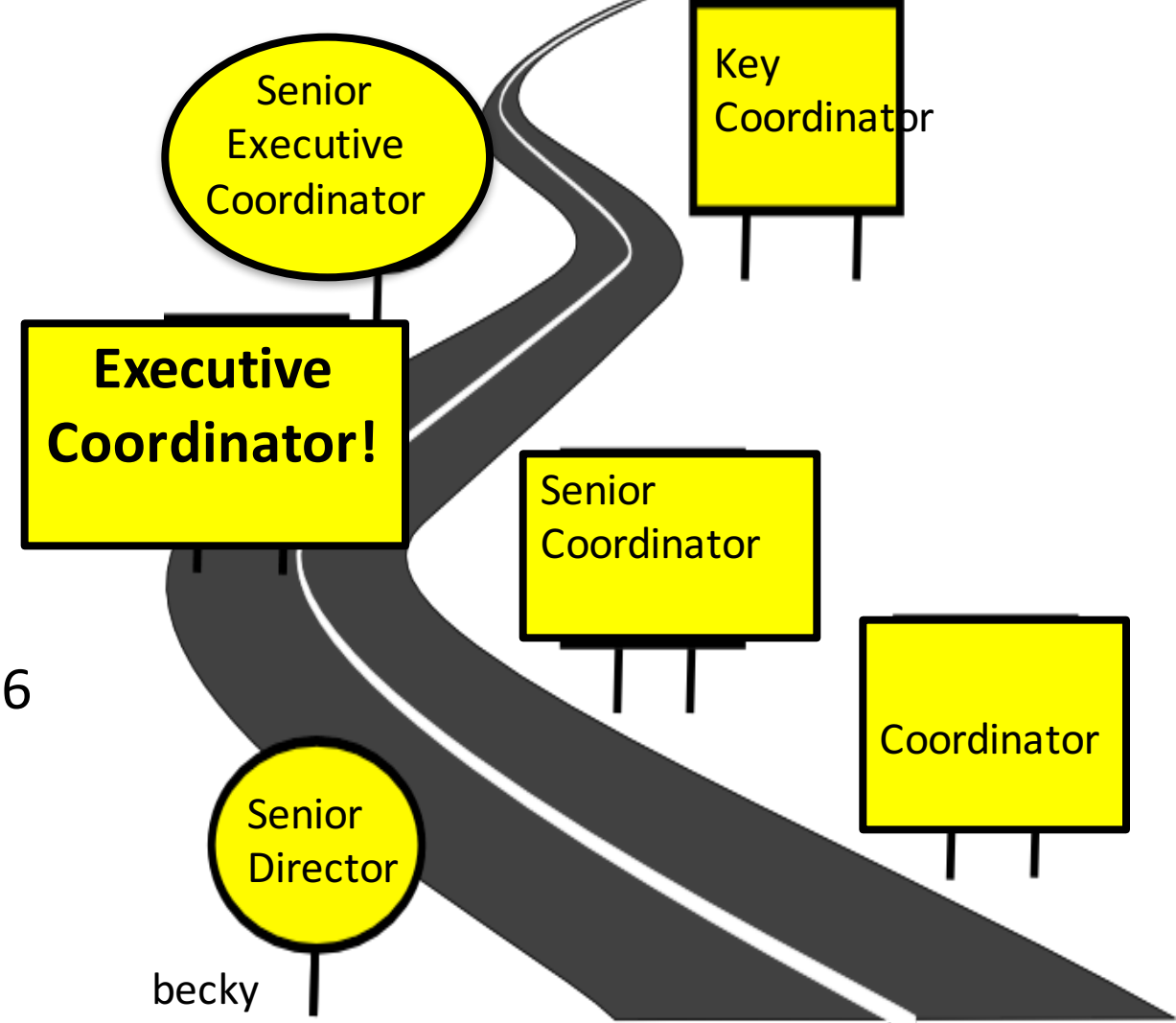
Receive 2 shares ! becky

Journey to Executive Coordinator

A Study of Leadership, Personal Development and People

Session 4 May 5, 2016

Prospecting--
Real Life Stories



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 4
Prospecting – Real Life Stories

- Last week, we discussed principles of how we identify and connect with business partners.. And the various ways we can find them.
- This week, we want to share real life examples of the newest leaders who have joined our teams ..

  -- How we met them

  -- What we said

  -- What it was that attracted them & convinced them that a Shaklee business would be a good fit for them.
- We suggest you have paper ready to write down names that will come to you as we hear these real life stories becky

Shaklee Live 2015

Fishing Holes

Review from last week …

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

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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 katie

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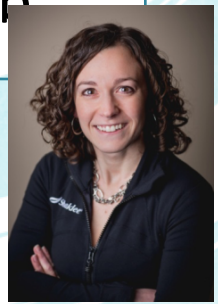
As we listen to the following stories of how Shaklee leaders came to decide to start their own Shaklee business …

- Listen for :
  1. what did they hear that was compelling? .. What their sponsor said that caused them to become intrigued
  2. What did they see? Webinars? Area meeting ? In-home meeting? Shaklee.tv video ? katie
  3. What did they experience ? Who did they meet ? How were they treated? How did their Shaklee experience make them feel ?

Shaklee Live 2015

Harper Guerra --
Learned about Shaklee at a Vendor Fair at a Health Club



- Read a Product Guide while on the treadmill
- It was the company, its history and its integrity that attracted and impressed her.
- Individual appointment followed to see the products and the business.
- So she sponsored with a Distributor Gold Pack
- Had a few customers, but nothing much happened until she met Moyra.
- Who invited her repeatedly to events but Harper wasn't ready to become a Director until she had a baby and wanted to stay home with her. Now she had a reason.

Lesson 1 –

Stay connected

until the time is right.

Becky

Shaklee Live 2015

Jan 2012 had a new thinking

- Attended January Conference .. Learned about dreams and goals and had new thinking .. Speaker Rick Seymour
- New vision for possibilities for her life and began dream boards and creating a plan to make $2000/ month.
- She started making friends.. Learning about others rather than talking about myself .. Asking questions ..
- As a result – KATIE ! harper

“You can make more friends in two months by becoming interested in other people …

than you can in two years by trying to get other people interested in you.”

harper

— Dale Carnegie, How to Win Friends and Influence People

Katie Met Harper at a Baby Shower

- Harper asked her questions to get to know her.
- Before long, they were talking about losing baby weight ! & allergies
- Harper mentioned she had a home business in wellness .
- When Harper got home, she invited Katie to be as " friend" on Face Book
- Katie saw her posts about family health .
- Harper invited her to a customer appreciation event, with a PERSONAL invitation . And asked permission " would you like an invitation".
- At the in-home Katie filled out an " interest sheet" and checked the box .. "interested in earning money from home."
- Harper and Moyra said to her .. " Teachers do very well in our business. It is primarily a teaching and training position." katie

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Lesson # 2!!!

Katie had been looking for something to earn additional income after Malayna was born… maybe tutoring...maybe something at night after Sam was home.. harper

In other words ..
She was looking for something ..
She just didn't know it was Shaklee

This is a great story to share with others

Quote Dale Carnegie

“Personally I am very fond of strawberries and cream, but I have found that for some strange reason, fish prefer worms.

So when I went fishing, I didn’t think about what I wanted.

I thought about what they wanted. I didn't bait the hook with strawberries and cream.

Rather, I dangled a worm or grasshopper in front of the fish and said: "Wouldn't you like to have that?"
Why not use the same common sense when fishing for people?”

— Dale Carnegie, **How to Win Friends and Influence People**

harper

Shaklee Live 2015

word track after you hear someone's story

" I heard one of my colleagues, a former science teacher with a toddler, share her story recently.

She said ' I was looking for something to earn money from home so I could be home with May .. I just didn't know it was Shaklee ."

When I heard that .. I realized how important it is for me to let my friends and customers know about that business side of Shaklee .. which has been such a perfect fit for me .. and my friend Katie .. In case you or someone you know is also" looking for something".. and Shaklee just might be it .

And by the way, Katie now makes over $4500/ month part-time .. Much more than she did working full-time as a teacher. " harper

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Katie made a shift over last 6 months
resulted in 8 to 10new business partners
and 5 new Directors
She became more focused on sharing information about benefits of a home business

- Your Best Year Ever -- topics to be discussed … energy, PMS, mood swings, .. Close with invitation to join our business team
- Conference calls on " Stories of Women in Business"
- Smart Choices for Today's Women
- Grand Openings and Business Launch events
- Face Book Events and posts …

katie

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Go for No

- What if a “ no” was a good thing?
- What if you knew it was impossible to fail .. That eventually you would find your key business partners ..
- That with every” no” you heard, you were getting just that much closer to a “ yes”

katie

Bob Heilig scripts

Were you looking for Shaklee ?

Or Did Shaklee find you?

katie

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Laura Guge Story

- She liked Katie .. They had worked together teaching.
- After their children were born, they met twice a year to stay in touch
- She saw what Katie was doing with Shaklee. Katie mentioned products that might help her daughter's eczema.. Laura said NO THANKS.
- Next time they met for dinner, daughter's eczema was still bad .. And chiropractor suggested she change laundry products .. Laura tried many .. And the most expensive ones in the grocery store .. Finally she asked Katie about Shaklee Laundry product .. BINGO … big improvement with eczema ! Barb/ Katie/Laura

Meanwhile .. Guge's Were Hit Hard by the Recession… Facing Foreclosure.. Eviction

- Laura knew she needed to bring in some income ..
  - -- child care in her home (hated it . It was exhausting and left no time to enjoy her children)
  - -- return to teaching .. But was overwhelmed with figuring out what to do with the kids, plus was handling all financial and marketing of her husband's business
  - -- maybe waitress?
  - -- even had sold Mary Kay , but had no interest or passion for make-up
- What she loved was nutrition .. And wellness .. And health barb/Katie / Laura

Laura was looking for something ..
And didn't know it was Shaklee

She was looking for …

-- income

-- financial stability (husband's income not consistent)

--considered teaching again .. But could not see how she could be a good teacher .. And a good mom. . And a good wife.. And a good bookkeeper for her husband's growing business.

-- She longed for community .. Felt lonely and stuck in the house .. Only had one car ..

And then TIMING . Next social visit with Katie .. And Katie had just qualified for Shaklee Bonus Car Payment ..

And NOW Laura was ready to hear more. Barb/Katie/Laura

Shaklee Live 2015

What did Katie do Right?

- She introduced Laura to the Shaklee products.
- She mentioned that " You would be really good at this" .. Because she loved nutrition and health.
- She planted seeds.
- She **waited patiently ..**
- **Kept posting on Face Book**
- Maintained their friendship .. Loving people where they are
- Left the door open for Laura to contact her when she was ready.
- She invited her to a group event .. Laura said " I felt like I was at a family reunion .. Everybody knew who I was, and hugged me and made me feel so welcomed ."

becky

Francine Roling Story

- Became a Shaklee customer years ago
- Built a business years ago
- Timing wasn't right and backed off to customer again
- Loved the consistency of the company and the business that Becky had built
- Watched as Becky lived her life out loud on FB
- Reconnected in person fall 2014
- Car payment was paid for with her Shaklee bonus as a casual Shaklee distributor in 2014
- Shared how valuable the business has been to her family, but also how valuable it is with older children
- Some life changes were coming and she wondered if Shaklee could fit in again
- Francine called Becky to inquire more

Francine

The timing was now right for Francine…

- Francine was looking for income and flexibility
- Now the timing was right so Francine set into action
- Updated Francine with the Dream Plan
- Sent the Power of the Profession for Empty Nesters
- Got her connected to training and refreshed Member care
- Francine became a Director within 4 months of starting her business

Becky

Personal Trainer Stephanie Stafford

- Lisa met Stephanie at a networking group
- Had 1x1, just listened got to know her
- Had an opportunity to share story, how and why started a Shaklee business
- Emphasis on science and testing, purity, and OLYMPIC ATHLETES!!
- Shared just a little more information about Shaklee nutrition
- Invited to Denver meeting, with Olympian and Pentathlete ELI BREMER
- Shared Integrated Wellness Program and value for personal trainers lisa

Shaklee Integrated Wellness Program™

Be part of the effect™

Shaklee®
Creating Healthier Lives®

Shaklee Integrated Wellness Program

For fitness trainers, studios, gyms and other small businesses

lisa

Integrated Wellness Program Benefit to Business Owner

- Generates another stream of income
- A consistent stream of income
- Creates business outside of their 4 walls--mobility
- Increase client base retention

lisa

Integrated Wellness Program
4 Categories of Approach

- Core Nutrition
- Healthy Weight
- Sports Nutrition
- Cleansing & Detox

Tools from Company

Posters and PPTs with scripts

Specific Distributor Guide

Tab at member center-training

Invitations & Leave-behind

Prospecting cards lisa

The Fitness Industry

- Membership increased to 53 million
- An explosion of boutique fitness and wellness studios
- Health and fitness centers increased to 38,000+ in North America

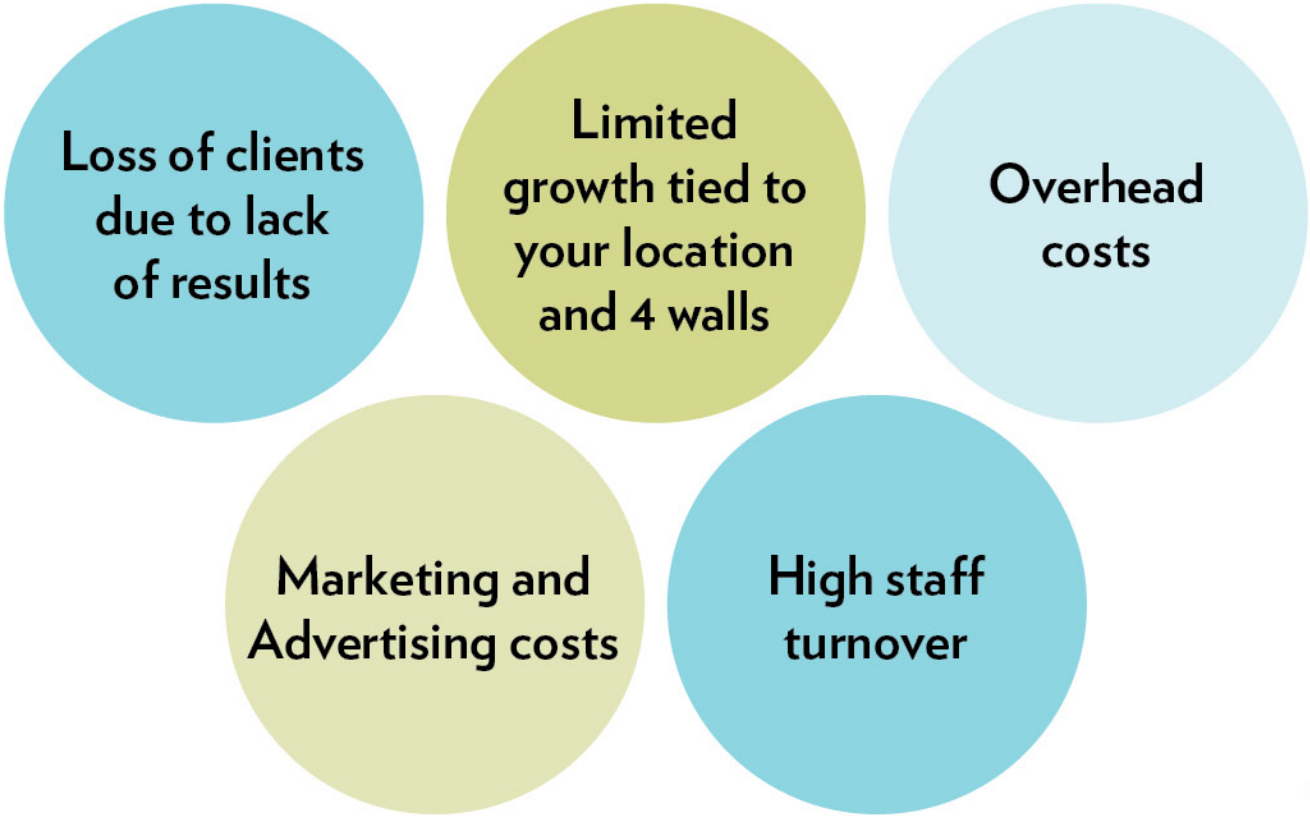
Shaklee®
Creating Healthier Lives®

A Mission in Common

- Better health for everyone
- A better life for anyone
- Small positive steps taken consistently add up to a big result

Shaklee®
Creating Healthier Lives®

Challenges that businesses face



Shaklee
Creating Healthier Lives

What if?

Create another income stream

Expand beyond your 4 walls

Support client retention

Freedom to travel without worry

Shaklee®
Creating Healthier Lives®

The Shaklee Integrated Wellness Program™

HEALTHY NUTRITION
Focuses on the importance of protein and nutritional supplements as the foundation to support optimum health

SPORTS NUTRITION
Products that help athletes perform their best before, during and after workouts.

HEALTHY WEIGHT
Shaklee 180® is clinically supported products and a program that helps you lose the right kind of weight—fat, not muscle.

HEALTHY CLEANSING
Coming in 2016

SUPPORT
All the tools and support needed to help run a strong and lucrative business: Kit, PWS, Back office Training, Incentives

Shaklee
Creating Healthier Lives®

Healthy Weight

Shaklee 180® is clinically supported products and a program that helps you lose the right kind of weight—fat, not muscle.

Typical Diets
LOSE FAT AND MUSCLE

Shaklee 180 With Leucine
DESIGNED TO HELP YOU LOSE FAT

New Direction

* The weight-loss portion of the Shaklee 180 Program was tested in a preliminary 12-week clinical study. The Lean & Healthy portion of the Shaklee 180 Program was tested in a 9-month study along with exercise.

Sports Nutrition

Products that help athletes perform their best before, during and after workouts.

Feel the difference

Shaklee
Creating Healthier Lives

Action Steps-- Session 4 Real Life Stories

- From today's stories, make a list of those actions, word tracks, and behaviors that these sponsoring leaders did that impacted the new business partner… and eventually led to their joining Shaklee and building a business.
- What would you like to begin to incorporate into your prospecting system?

  (more business-oriented events , more information about the business in our events, more conversations about the business, and inquiries about " whom do you know" who may be looking for something, like Katie and Laura , share more stories, adopt an attitude of confidence in the value of what a Shaklee business offers and how much people love their Shaklee busnesses, etc)
- What would you like to change or eliminate in your current process. (facts, figures and data, fear of people saying no, fear of people saying yes, reluctance to have a conversation, attitude that you aren't good enough, etc)
- Make a plan of how you are going to meet your next business partner. becky

show

MONDAY

who's boss

LIKEABOSSGIRLS.COM

One of the hardest lessons in life is letting go. Whether it's guilt, anger, love, loss or betrayal. Change is never easy. We fight to hold on and we fight to let go.
lessonslearnedinlife.com

YOU DIDN'T COME THIS FAR TO ONLY COME THIS FAR

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