

Amber Robinson Health Story – Lenna and Asthma



Amber Robinson's daughter, Lenna, was diagnosed with asthma at age 2. At that time, she was on 5 medications and always sick - pneumonia, bronchitis, ear infections, asthma and always coughing.

When Amber changed her household over to non-toxic cleaners with Get Clean, she saw some improvements and was able to take Lenna off of two allergy meds.

But it wasn't until a year later when she started a nutrition plan to build her immune system that she saw a huge change in her health and was able to drop all her meds! She's been medication-free and symptom-free for 3.5 years!

She's only had two sick appointments in the past few years compared to 2-4 sick visits per MONTH before the nutrition program.



Lenna Grace's Vitamin Program

- Optiflora Probiotic Capsules – tiny , easy to swallow
- Nutriferon Immune Boosting Formula – 4 natural plant extracts boost the body's natural production of interferon.
- Chewable Vita C – key nutrient for the immune system
- Incredivites Multi-Vitamin/ Mineral – no artificial anything , 23 essential vitamins & minerals including B Vitamins for brain and nervous system and behavior, and lactoferrin an important component in breast milk for healthy immune system.



Becky's Tip of the Week

There is an app called Shaklee Conversation Tools - for iPhone or iPad, go to the app store and search for Shaklee.

Once you download the app you can download the digital version of the Product Guide and have a guide with you all the time.

Very nice.

If you want a copy on your computer, then here is the link:

<http://www.nxtbook.com/nxtbooks/shaklee/2017productguide/index.php?startid=Cover1&lre=1:choate&lnkparams=%3FCMP%3DRAC-IZ7434764357&WidgetId=null&BookId=87deb4acf9d75bf7a4ae32f5ba6bfcd>

Also .. Just Google Shaklee Product Guide 2017



Shaklee Strategies Forum



Preparing for Growth
Introductory Session

Fall 2016
Aug 30 becky

Our Strategy Team



Master
Coordinator
Barb Lagoni

becky



Senior
Coordinator
Michelle Parrott



Senior
Executive
Coordinator
Katie Odom



Coordinator
Angie Thomas



Senior
Executive
Coordinator
Ashley
McDonald



Senior Coordinator
Becky Choate



Francine
Roling



Key
Coordinator
Harper
Guerra

Objectives for Intro Session

- To help us each create a plan to qualify for Chairman's Retreat Napa 2017
- To understand how to maximize the new Health Print questionnaire for servicing our existing customers, for developing new customers .. And for identifying potential business partners.
- To prepare for marketing theme for September .. How to Help Our Kids Have Their Best Year Ever. becky
- To use our new feature, Face Book posts of the week, to post 2 to 4 X a week

**Shaklee Chairman's
Leadership Retreat 2017**

Napa Valley, California



Chairman's Retreat Qualification

- Increase our monthly PGV by an average of 3500 / month. (over base)
(21,000 PGV over the 6 -month qualification period)
- Base is found at ... www.ShakleeChairmansLeadershipRetreat.com
- Log in – our Shaklee ID ALL CAPS
- Password is our Shaklee ID ALL CAPS + zip code. ashley

**Shaklee Chairman's
Leadership Retreat 2017**

Napa Valley, California



- Increase Chairman's PGM+ by 30,000 - Trip for Two to the Retreat
- Increase Chairman's PGM+ by 21,000 - Trip for One to the Retreat
- Increase Chairman's PGM+ by 15,000 - Shaklee Global Conference 2017
Hotel Credit of \$500
- Increase Chairman's PGM+ by 9000 – Shaklee Custom Cooler ashley

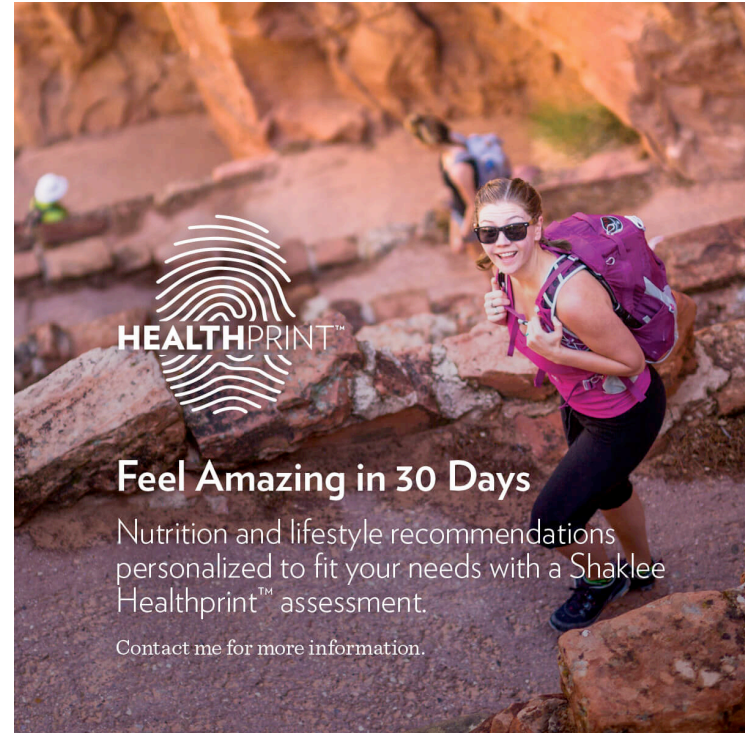
Chairman's Retreat Prizes



Using Health Print to Generate PV to Qualify for Chairman's Retreat ... and Other Good Things



ashley



Health Print Reports – Rebecca Kurtz

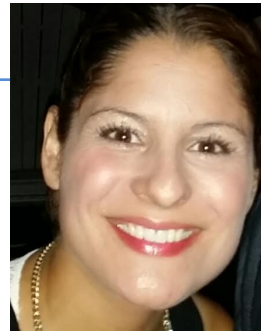


- Sent Health Print link attached to invitation for an In-home event .
- Requested that guests complete the HealthPrint and send to her before-hand... and be entered into a prize raffle (soak dispenser filled with Shaklee Hand Wash)
- After her presentation, she met individually with each guest and received 5 orders .. 3 new members, 500 PV
- And guests who could not attend .. 2 new members and 2 orders (600 PV) that's 1100 PV TOTAL !

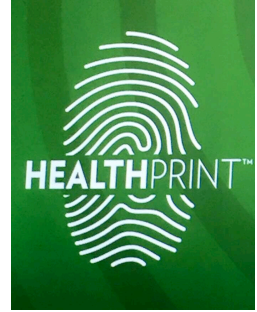
From Sarah Bolger – followed Rebecca's idea

- In-home event with Lularoe.
- Sent Healthprint and had a raffle for those completed prior to the party.
- Printed results, reviewed them, and then review them with the customer.

RESULTS --- 309 PV and 3 new members .



How to Generate 3500 New PV With Health Print



- Send Health Print to 10 people first week of the month.
- Schedule appointments to review their results and conduct a nutritional consultation.
- Tell your customer that you are setting a goal to reach 10 new people with Health Print every week ... and anyone who helps you reach that goal, you will give free stuff. (free shipping, free products, etc)
- Ask who they care about and would like to see be healthier. .. Or people they know that they would like to share the Health Print with ..
- 10 new customers a week X 100 PV each = 1000 new PV EACH WEEK !!!

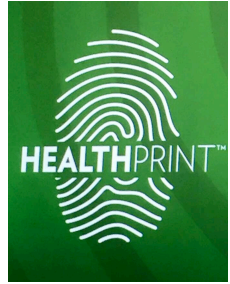
ashley

Health Print Subject Lines for Emails and FB Posts

- Finally. Personalized nutrition for every body.
- If you could choose your 3 most urgent health goals, what would they be?
- Here's what to do when you want to do better than “Just Get By.”
- It's like having your very own personal nutrition counselor. And it's free!
- Could these 20 questions change your life?
- Finally. Personalized nutrition that's easier than you think!
- Get your personalized health score in just 5 minutes!
- Your fingerprint is uniquely yours. Now your nutrition can be too!
- Finally. Personalized nutrition as unique as your fingerprint.
- Have you ever wondered what a nutritional scientist would recommend for your health goals?
- What supplements would your doctor recommend if she was a nutrition scientist?

From Dan Henderson ashley

Health Print Word Tracks



Did you receive an email about the Health survey?

*This is a brand new program .. and I am setting a goal to share it with 10 people each week .
The reason I think it is important ...*

- is it reminds us all about what we are doing well ..*
- and then it helps alert us to habits we may have slipped into that we may want to begin to adjust ..*

I have special promotions for people who help me with this ...

Set up 3-way calls with your upline to " review and help interpret the results " if it would be helpful.

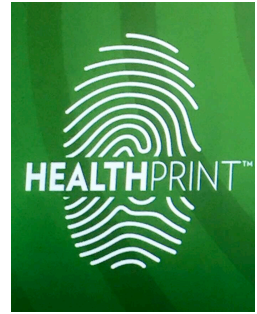
*I am setting a goal to share this questionnaire with 10 people each week .. Ashley/harper
may I ask .. are there people whom you care about that you wish were healthier that you might like
to share this with?*

or people who like the idea of prevention ?

*because anyone you forward the survey to , I will offer nutritional consultation to sort thru the result .
and should they decide to begin using Shaklee products in addition to maybe making some changes in
their diet .. and activity level ..*

then I will come back to you with free stuff .. like free shipping, free products and special discounts .

HealthPrint Follow-Up Questions to ask



Were there any surprises in there?

Tell me more... Tell me more...

Tell me more about your #1 health goal...

Tell me more about #2...

Tell me more about #3...

What did you think about the lifestyle recommendations?

Are there any changes you want to make based on what you saw?

Tell me more... Tell me more...

What did you think about the diet recommendations?

Were there any gaps that you might find difficult to fill in?

Tell me more about that...

Do you currently take supplements?

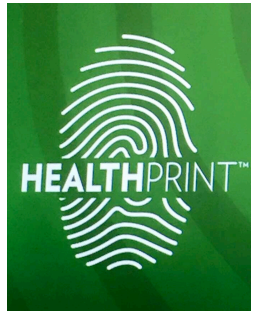
(If so...) How did you choose?

Would you like to understand what makes Shaklee so unique and different? (“The Shaklee Difference”, Landmark Study, etc.)

harper

Handling Grain and Dairy Questions

- Appreciate your feedback .. (so valuable .. Will be giving reports to the company)
- An algorithm
- Forget those questions
- When you get to the questions about food .. If you take Omega Guard every day ... then answer yes to the fish ..
- and Osteo Matrix for dairy question.
- Grains that are good ... quinoa, rice, oats, not wheat harper



Handling Concerns in General

- Begin with a question ... tell me about that ...
- Affirm their answer
- Don't defend .. That provokes an argument

Ex – Don't want to put my weight down ..

Then let's help you get to a place where you won't be reluctant to put your weight down

If you don't want to take the survey then let's just talk about your 3 most health goals most important to you.

harper

HealthPrint Follow Up Questions continued

If budget concern.. About Shaklee 180

May I ask .. how much do you think you spend on lunch now ? “

“ Well, let’s see if we can find a way to redirect your spending a bit ...

Ex – Let’s have an honest moment here .. How much do you think you spend on food that is not particularly good for you .. ? \$2/ day ? \$4 at Starbucks ..

What if we were to redirect that same \$ to Shaklee .. Let’s do a trial where we replace the not- so- great stuff with the great stuff .. And I’ll send you a couple of tea sticks also. (follow up and encouragement on our part essential)

If you could change one thing about your health right now, what would it be?
energy? Weight?

Harper

Healthprint™ Challenge Rewards

100 Health Prints -- Earn 1000 pts for Chairman's Retreat



25 Completed – special coaching call with a Presidential Master Coordinator

50 Completed – Shaklee-branded Notecards

75 Completed – Exclusive 4-week leadership training via video broadcast with Shaklee President of U.S. and Canada, Heather Chastain, and select Master Coordinators.

100 Completed – 1000 Chairman's PGV+ towards the 2017 Shaklee Chairman's Leadership Retreat to Napa Valley, California. Francine

New Shaklee Difference Video



- And Shaklee Difference brochure
- Shaklee Difference Talking Points
- On home page of MyShaklee.com, see “Tools” harper



September Theme – How To Help Our Kids Have Their Best Year Ever

- Let's plan our September events now... around the theme of Helping Our Kids Have Their Best Year Ever.
- Topics to be discussed can be:
 - Staying healthy throughout the school year .. (Incredivites, Nutriferon, Vita C , Optiflora, etc)
 - Essential Nutrients for Healthy Brains and Easy Learning
 - Stress and School – Nutrients essential for good emotional health, balanced hormones and happy days.
 - Nutrition for Maximum Sports Performance and Minimum Injuries francine



Sample Invitations – Nutrients for Maximum Performance and Minimal Injury

I am not sure if your children are involved in sports or not, but if they are, I wanted to mention a conference call this Thursday they may want to hear.

Our company provides vitamins for a number of Olympians (I think 38 in Rio including rowers who won the Gold) and is quite an expert on Sports Nutrition.

And, from the experience of our grandson, I am realizing that sports are increasingly competitive .. and yet athletes have to be very careful what they take because of the 24/7 surprise drug-testing that can remove an Olympic athlete from their sport for a couple years.

So every Thursday evening, my business colleagues and I schedule a Health Chat .. just 30 minutes .. on natural approaches to a variety of health topics .. including food choices and supplements.

Next week is on Nutrients Essential for the Brain, Memory and Focus to support our kids as they start back to school

The conference call line is _____

I am also happy to tell you more about nutritional support for our kids individually also ..

You will see a health survey link also below .. it is short .. about 5 minutes but also helps give our kids ideas on how they can be their healthiest.. (pretty good for grown ups , too) francine

Sample Invitation for Nutrients to Support Our Kids Academically

As part of our continuing series on How to Help Our Kids Have Their Best Year Ever, this week we are discussing nutrients that are essential for the brain & good cognitive function, including focus, memory, and quickness of mind.

We will hear from 2 moms whose children have had dramatic improvement academically after making a few changes in the diet and adding a few supplements. ... who were uncomfortable putting young children on medications for focus or behavior. francine

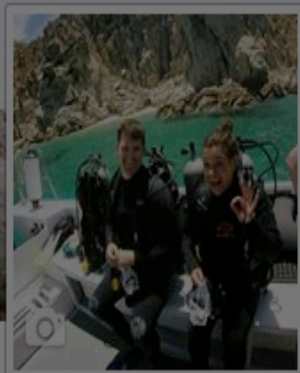
Michelle's Face Book Posts of the Week



#30DAYSOFSHAKLEE
Day12: Laundry

Things to know

- Best times to post are during nap time (1-3pm) and after kids are in bed (8-10pm)
- Switch up what you post – some personal photos using shaklee, some shaklee corporate images.
- You can only share images that are made 'public'. Sharing from a group to your personal page doesn't show up to others not in that group.
- Add a "Health & Wellness" album on your personal Facebook page. You can also add a "Specials & Promotions" album.
- Keep your albums for friends only to view if you are posting specials.
- Use a variety of platforms: Facebook, Instagram, Twitter, SnapChat etc.
- Schedule posts in advance. mp



Michelle Parrott

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What is your position at Lovely Pursuit?



Intro

Put the Lord first in all you do. When He is first,
the rest will fall in place. He is all you need.



Senior Coordinator at Shaklee Corporation



Works at Lovely Pursuit



Status



Photo / Video



Life Event



What's on your mind?

Set date and time of your post



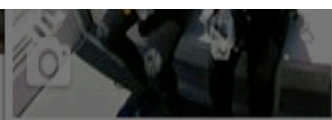
Friends ▾

Post



Michelle Parrott

1 hr · 👤 ▾

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What is your position at Lovely Pursuit?



Intro

Put the Lord first in all you do. When He is first,
the rest will fall in place. He is all you need.



Senior Coordinator at Shaklee Corporation



Works at Lovely Pursuit



Studied Wellness (medicine) at Florida Gulf
Coast University



Studied Elementary Education at Indiana

[Status](#)[Photo / Video](#)[Life Event](#)

What's on your mind?

When

2016 ▾

August ▾

26 ▾

10 AM ▾

20 ▾



Friends ▾

Post

Who should see this?



Public

Anyone on or off Facebook



Friends



Michelle Parrott

1 hr •

Nothing like having to break up a d



How do your children's vitamins compare?

Back to School



	Shaklee Increditives	Shaklee Ocean Wonders	Yummi Bears	L'il Critters Gummy Vites	Flintstones
Calories	10	10	20	15	n/a
Total Carbohydrate	2g	2 g	5 g	4 g	<1
Sugars	1g	1 g	4 g	3 g	<1
Vitamin A	2,500 IU	2,500 IU	2,500 IU	2,100 IU	2,500 IU
Vitamin C	60mg	60 mg	30 mg	20 mg	60 mg
Vitamin D3	600 IU	600 IU	200 IU	400 IU *vit D not D3	400 IU *vit D not D3
Vitamin E	30 IU	30 IU	20 IU	16.5 IU	15 IU
Vitamin K	20mcg	20 mcg	n/a	n/a	n/a
Thiamin	1.5 mg	1.5 mg	n/a	n/a	1.05 mg
Riboflavin	1.7mg	1.7 mg	n/a	n/a	1.2 mg
Niacin	20mg	15 mg	5 mg	n/a	13.5 mg
Vitamin B6	2mg	2 mg	1.5 mg	2 mg	1.05 mg
Folate (folic acid)	400mcg	400 mcg	300 mcg	140 mcg	300 mcg
Vitamin B12	6mcg	6 mcg	5 mcg	6 mcg	4.5 mcg
Biotin	300mcg	300 mcg	90 mcg	60 mcg	n/a
Pantothenic Acid	10mg	10 mg	7.5 mcg	5.2 mg	n/a
Calcium	200mg	200 mg	8 mg	n/a	n/a
Iron	6mg	6 mg	n/a	n/a	15 mg
Iodine	75mcg	75 mcg	75 mcg	42 mcg	n/a
Magnesium	40mg	40 mg	4 mcg	n/a	n/a
Zinc	5mg	5 mg	3.3 mg	2.7 mg	n/a
Selenium	35 mcg	n/a	n/a	n/a	n/a
Copper	.5 mg	.5 mg	n/a	n/a	n/a
Manganese	.5 mg	n/a	n/a	n/a	n/a
Chromium	30 mcg	n/a	n/a	n/a	n/a
Lactoferrin	25 mg	n/a	n/a	n/a	n/a
Stevia Extract	7 mg	7 mg	n/a	n/a	n/a
Choline	n/a	n/a	15 mcg	40 mcg	n/a
Inositol	n/a	n/a	15 mcg	40 mcg	n/a
Sodium	n/a	n/a	n/a	n/a	10 mg

Have you ever checked the labels of your children's vitamins? I did and this is what I found! I'm so glad my kids get the best out there."

IMMUNITY BOOST

Have you heard? Shaklee has a delicious dissolvable tablet that helps support your immune system! I love it for that first little tickle or for added vitamin C boost!

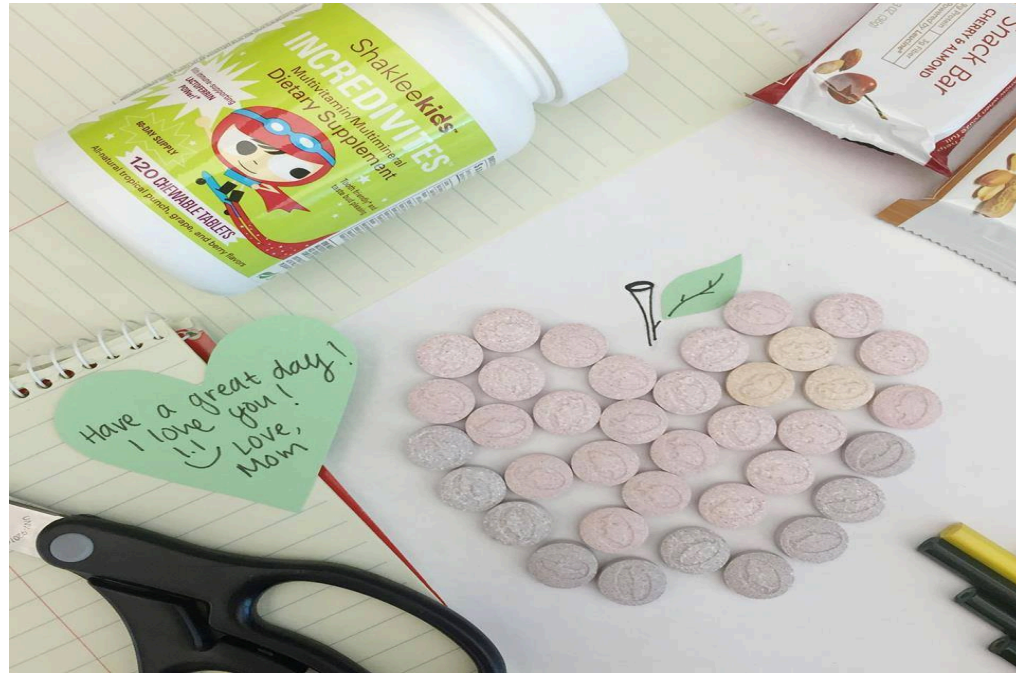
My kids love it mixed with some performance and call it their 'fizzy drink'.

Do you want to give our natural fizzy drink a try? Message me and I'll get you a sample today!



THE *natural* FIZZY DRINK

Image from Shaklee's Facebook page!



It's "Back to School" time! Make sure your kiddos are loaded up with a multivitamin that also has the fighting power of lactoferrin (it's found in breast milk!) and don't forget those delicious protein packed snacks for after school!

Snap a few photos of your kids, put them in a collage using Collage Maker or Layout on your phone then save the image!

“Start ‘em on good nutrition when they’re young and they’ll be so thankful that they have strong immune systems when they get older!!!”



Shaklee Global Conference 2017

August 9–13, 2017 Atlanta, GA

Through November 30, 2016: \$199 per person

Pay your Global Conference registration fee in installments deducted directly from your monthly Bonus Checks. Simply select the Payment Plan Option at the end of the registration page, and deductions will begin with your September Bonus Check.

Less than \$17 a month!

becky



Action Steps for September

- Set a goal for where you want your business to be by end of December.
- Set a goal for September ...
 - ex – to increase your PGV by 1000 / month?
 - Or 1000/ week ?
 - to make 10 Health Print Appointments/ week
- Set up Back-to-School events for September now
- Next week , we will begin reviewing Shaklee products for academic support, immune support and stress and emotional support.
- In week 2, we will review a package of marketing materials to help introduce those products to new and existing customers. becky



September Strategy Forum Schedule

Tuesday Sept 6 – Back to School Products .. Science and Shaklee Difference

Tuesday Sept 13 – September Marketing Strategies

including events, outlines, word tracks, social media posts and graphics, etc

Tuesday Sept 20 – Lenses of Leadership – understanding the person we will want to become to advance to higher ranks

Tuesday Sept 27 – Harper Guerra Business Story

becky

Let's inspire our children to think creatively, love deeply, dream boldly, and live consciously!



Shaklee Video & Audio Archives

This webinar is archived on BetterFutureStartsToday.net



5 Personalized Websites Included

www.BetterHealthIn31Days.com

www.BetterFutureStartsToday.com

www.BetterFutureStartsToday.net

www.FeelBetterIn30Days.com

www.OurQuestForHealth.com

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