

# ATLANTA



## Shaklee Global Conference 2017 August 9 -13, 2017 | Atlanta, GA

Register and pay in monthly installments



Francine



**Through April 30 ONLY.**  
Get a head start on your Earth Day Celebrations this year with  
**FREE SHIPPING**  
on the Get Clean Starter Kit.\*

SAVE NOW

Contains no harmful fumes  
or hazardous chemicals

Rivals or outperforms 20 leading brands



# Growing Green Promo

- Shipping (up to \$20)
- Eligible on orders placed through MyShaklee.com and mobile.
- Includes join orders on PWS.
- Offer includes online AutoShip orders, including a new join order that begins as an Autoship.
- This offer does not apply to orders placed through the Call Center or SBOSS7
- All members, distributors and associates are eligible for this discount

 **Shaklee**

Becky



# Get Clean Kit

- **The Get Clean Starter Kit contains:**
- Basic H<sup>2</sup><sup>®</sup> Organic Super Cleaning Concentrate, 16 oz. (1)
- Germ Off Disinfecting Wipes, 35 Wipes (1)
- Nature Bright<sup>®</sup> Laundry Booster and Stain Remover, 32 oz. (1)
- Dish Wash Concentrate, 16 oz. (1)
- Dish Washer Automatic Concentrate, 32 oz. (1)
- Fresh Laundry Concentrate HE Compatible, Regular Scent 32 oz. (Liquid) (1)
- Soft Fabric Dryer Sheets, 80 sheets (1)
- Dish Washer Automatic Concentrate Dispenser (empty) (1)
- Nature Bright<sup>®</sup> Dispenser (empty) (1)



Angie

## PLUS Get Clean Starter Kit also contains ...

Including all the accessories you need to get really clean:

- Organizer Caddy (1)
- Spray Bottles (3)
  - Windows and Mirrors
  - All-Purpose
  - Degreasing
- Dropper Pipette (1)
- 1/4 oz. Dispenser Pump for 32 oz. Bottle (1)
- Laundry Measuring cup (1)
- Dual Measuring Spoon (1)
- Cleaning Accessories (4)
  - Super Microfiber Cleaning Cloth
  - Super Microfiber Window Cloth
  - Super Microfiber Dish Sponge
  - Miracle Scrubber Pad



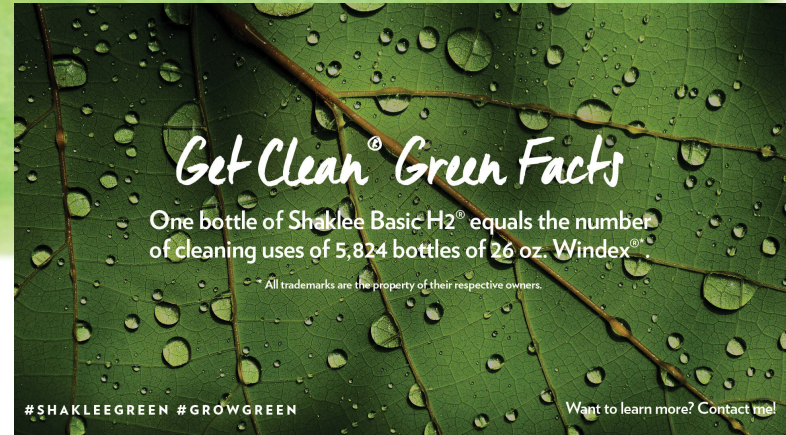
Angie



# Earth Day Ideas

- Participate in a local Earth Day event through your community as a vendor
- Organize a neighborhood litter clean up
- Kids events – nature walk, craft, planting
- Hand out tree seedlings or small seed packets with Basic H2 samples
- Health Chats (in home, Zoom, FB...)

Angie



# Get Clean/Allergy Combo – Perfect Pair

Get Clean Starter Kit = 50 PV + Allergy Action Kit = 74 PV

Allergy Action Kit:

- Optiflora 15 PV
- Nutriferon 30 PV
- Vita C 16 PV
- Alfalfa 330 13 PV

Allergy Kit \$97 MP

Get Clean Starter Kit \$99 MP

TOTAL: \$196 and 124 PV

Savings \$20 free membership, \$20 free shipping, \$16 member savings



Benefit ... Save money on cleaning products, save money on allergy meds, save the Earth, save on Kleenex... AND you have yourself one happy healthy family !!!

Angie

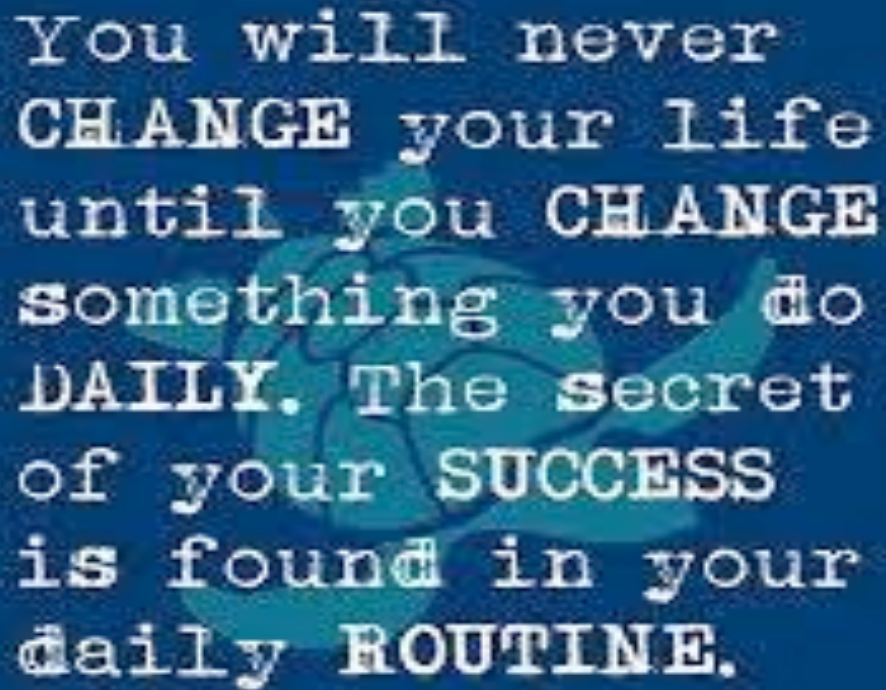


**SUCCESS IS NOT  
TO BE PURSUED;  
IT IS TO BE  
ATTRACTED BY  
THE PERSON  
YOU BECOME.**

**JIM ROHN**

QuotePixel.com

Francine  
Shaklee®



You will never  
CHANGE your life  
until you CHANGE  
something you do  
DAILY. The secret  
of your SUCCESS  
is found in your  
daily ROUTINE.

—John C. Maxwell

Francine

 Shaklee



Jim Rohn ...

If you want to have more,  
you have to become more.

For things to change, you have to change.  
For things to get better, you have to get better.  
For things to improve, you have to improve.  
When you grow, everything grows for you.

 Shaklee

Becky

Strategy Forum   Spring 2017 # 2   4-4-17



Master Coordinator  
Barb Lagoni



Senior Coordinator  
Becky Choate



Key Coordinator  
Margaret Trost



Key Coordinator  
Lisa Anderson



Senior Director  
Angie Thomas



Director  
Francine Roling

# It Takes a Leader to Build an Organization



# Keys to Coaching

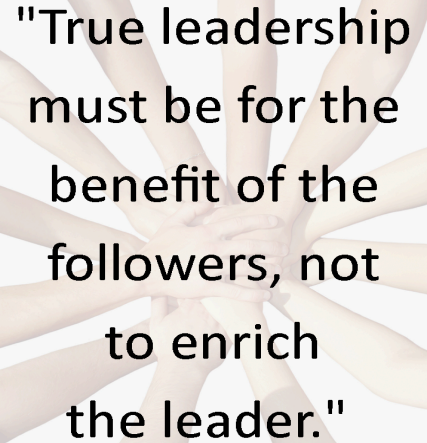
In our 8 Weeks to Director trainings, we have covered the mechanics and fundamentals of becoming a Director .. And developing a Director

However... The single most important skill that will now determine the size and growth of our organizations is...

**our leadership, our people skills, and our personal development.**

Lisa

Because ...Achieving the rank of Master Coordinator is not nearly as important .. as the person we become on the way.



"True leadership must be for the benefit of the followers, not to enrich the leader."

-John C. Maxwell

Shaklee

## Objectives Spring 2017 –Keys to Coaching

As we challenge ourselves this year to reach higher and think bigger, we want to learn the skills essential for developing a strong dynamic organization of leaders .

The 2 most critical skills are:

1. Identifying and ATTRACTING business partners --- Understanding the leaders we will want to become in order to attract well-qualified leaders.
2. To learn how to coach, guide, and mentor our teams to help them grow as people even as they grow their businesses. Lisa

The logo for Shaklee, featuring a stylized green leaf icon to the left of the word "Shaklee" in a green, sans-serif font.

So for the next 8 weeks, we will make a study of people .. Starting with ourselves .. And Leadership .. And the art of Coaching.



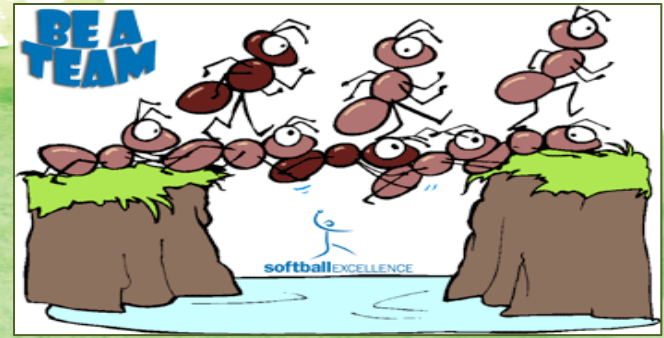
## Objectives for Session #2 – Leadership Skills – the Key To Developing an Organization

- Before we will have the confidence to invite someone to join our team, we need to be crystal clear that we know what to do when they are eager to start their business.
- And we want to get crystal clear of why we are developing a team of leaders to join us in our work so we can articulate that in a compelling way.
- To review the essential steps to develop a Director so we can **confidently coach** a new business partner to reach that first rank.
- To discuss the standards we will want to set of how long it should take to develop to Director once the decision is made after a period of evaluation  
( consider 4 to 12 weeks.) Angie





# The Power of the Team -- Benefits of Developing an Organization



- To maximize the income & benefits offered by the Dream Plan  
The company has a goal to double its size in North America. Doubling the number of business leaders is the most effective way to achieve that.
- To maximize the number of people who can be reached with our message of health and prevention and perhaps a more appealing way to make a living.
- It's more fun and fulfilling to create a team that supports one another, celebrates one another's triumphs and helps find solutions to the challenges.
- Building an organization creates more value to your business should you want to leave it to your descendants... or even sell it.
- To access the maximum incomes the Dream Plan offers.

Becky





## Residual Income Example

Gary & Faye Burke's Example:  
Leadership Bonuses (Overrides) & Bonuses on PGV



Becky

Shaklee

# To Coach Distributors to Director With Confidence ... We Will Want to Be Crystal Clear of the Key Steps

**A new distributor is in an “evaluation period” in the beginning.**  
We will want to be familiar with the best resources to send them ...  
and know the best events to which to invite them.

- Shaklee.tv
- BetterHealthin31Days.com/\_\_\_\_\_ your name
- Better Future Starts Today/\_\_\_\_\_ your name
- 3-way calls with uplines to hear their stories and know they have a team of people to help them
- Attending area conferences
- Sharing stories
- Connecting them to the team

Becky





# The Evaluation Period – Helping People Move From Interested to Committed

1\_\_\_\_2\_\_\_\_3\_\_\_\_4\_\_\_\_5\_\_\_\_6\_\_\_\_7\_\_\_\_8\_\_\_\_9\_\_\_\_10  
Interested Committed

How to determine how interested they are in developing a business...

- Are you calling them or are they calling you?
- Attending training sessions and conference calls and events
- Are they making contacts and taking action Lisa
- A challenge of leadership .. When to love them where they are, leave door open or when they just need more exposure ... when to check in later... when to give them belief now.

When you are interested, you do what is convenient ...  
When you are committed , you do whatever it takes  
Ken Blanchard

# Effective Enrollment and Duplication

Sarah Robbins

ROCK YOUR  
NETWORK  
MARKETING  
BUSINESS

How to Grow Your Business with  
Network Marketing ROCK STAR

SARAH ROBBINS

In developing your organization ... **Systems are critical!**

**Gather the information, answers to questions to set them on the right path:**

**Why, Goals, Commitment, Time Designated, Level of Commitment**

Core systems include...

- Connecting your new distributor to company and team tools and training, set a track for education/training (Matrix, 8 weeks, Shaklee U, coaching calls etc..)
- Teaching them a sharing & sponsoring process....Model the process for them (Action plan that matches their goals and time commitment)
- Create a list & reach out methods to continue to meet new customers and distributors (Teach the invitation process, sharing good wording) Lisa

Shaklee



# Role of Leader Coaching a New Distributor

- Listen for fears, encourage & support
- Give clear direction and share confidence
- Create track to run on and assure them you know the process
- Develop a plan with them, How many hours/ week, activity
- Help them have realistic expectations
- Match goals with activity and action plan
- But play Shaklee tennis or you will burn out-THIS IS A 2 PERSON GAME- everyone hits the ball
- “I believe in everyone and wait for no one.” Tony Underwood—So we set our pace with them, but we always move forward



 **Shaklee**  
Lisa

## Key Steps to Director

### Step 1 – Identifying Their Purpose for Developing a Shaklee Business

- What would it do for them ...
- What would it mean for others

***Find the WHY***

By asking these questions, we help our business partners get in touch with a higher purpose that will inspire them... and others. Francine

When they share their reasons with their new customers and potential distributors, their invitations will be more compelling

Eric Worre –” I will help you build your business “





## Key Steps to Director

### Step 2– Creating Their Dream Team List & Life-Long Customer List

In your first coaching session, you will be reviewing each name.

### Step 3 – Creating Their Plan – Now the Fun Begins !

a Specific 1000 PV Plan to get them to Star Associate ... (and then a 2000 PV Plan to Director, and then a plan for Coordinator, etc )

Planning sessions covered in detail in Session 4  
Your Business Grows as You Grow

At [BetterFutureStartsToday.com](http://BetterFutureStartsToday.com)

Angie



## Step 4 Launch –

You will want to know which activities are most effective for their circle of friends... and begin scheduling immediately

(3-way calls, in-home events and Grand Openings, FaceBook events, individual appointments, conference calls , area meetings, etc )

Becky

## Step 5 – Closing with Use.. Share.. Build

and begin the process of building their customer base and identifying their leaders





# Setting the Time Line Standards for Each of Our Organizations



- Regarding the Evaluation Period -- We Must Lead  
How long do you want that to typically take?
- Setting up their personal websites, reviewing the First Step Resource Guide in their Gold Business Kit, making their list, scheduling activities, etc ...  
How long before your first planning session?  
Sarah Robbins suggests 48 hours
- Once they decide to become a Director ...  
How long until the average new business partner advances to Director would you like to be the standard in your organization? ( 4 to 12 weeks ? )
- What is your expectation for the level of activity for the first 30 days?  
(lots! More than one event) Lisa

# Monthly Planning Worksheet

- Goal for the year
- Goal for 90 days ( quarter)
- Goal for this month
- Plan to .... generate 1000 PV .. Or to meet 4 potential new distributors, or to sponsor 10 new members , etc
- Calendar with at least 4 activities ( 1 a week )
- Names to contact
- Bullet points of what to say

Francine



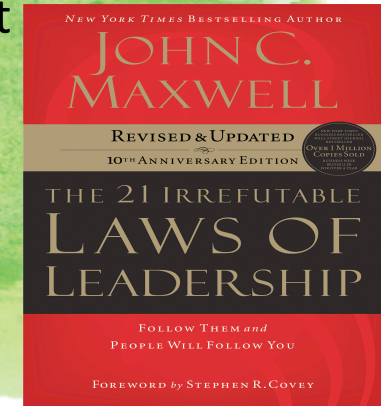
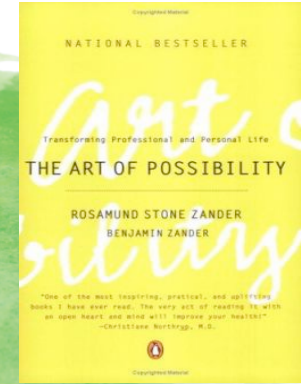
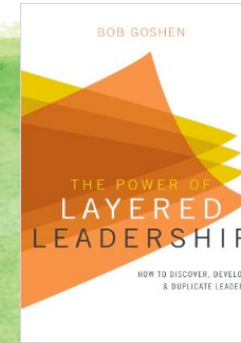
# Basic Guidelines for weekly Coaching

- Establish goals for the month based on Yearly Goal
- Review their last weeks goals, assess & problem solve
- Sharing time/empty their bucket
- Set goals for next week
- Prioritize Goals
- Establish working time

Lisa

# Popular Resources on Leadership

- Google Ted Talks on Leadership.
- John Maxwell many books on Leadership
- Power of Layered Leadership by Bob Goshen
- The Serving Leader by Ken Jennings and John Stahl-Wert
- The Art of Possibility by Ben Zander
- Podcasts by Michael Hyatt, EntreLeadership
- Principle- Centered Leadership by Stephen Covey Margaret



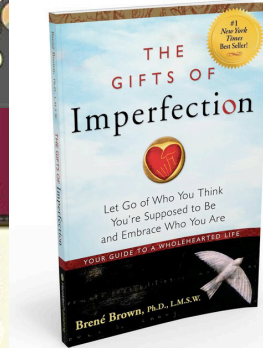
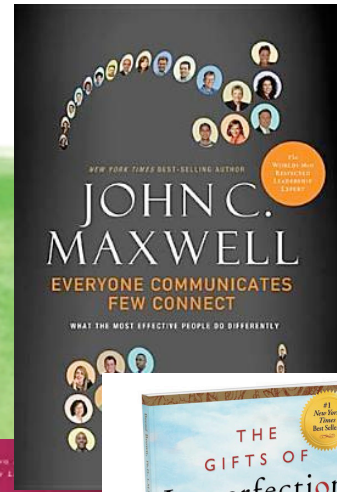
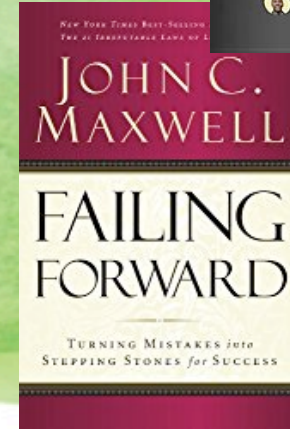


# Books and Podcasts

- Playing Big : Find Your Voice, Your Mission, Your Message (Paperback) (Tara Mohr)
- Failing Forward ... John Maxwell
- Developing the Leader Within .. John Maxwell
- Everyone Communicates.. Few Connect .. Maxwell
- Rising Strong .. Brene Brown



- The Gift of Imperfection .. Brene Brown
- Daring Greatly .. Brene Brown
- <https://www.blinkist.com/> podcast
- [www.IAmWorkingSmart.com](http://www.IAmWorkingSmart.com) .. Course on Clearing Your Path – Course to Unravel Your Inner Obstacles Margaret



## Action Steps-- Begin the Process of Studying Leadership

- Select a book, or podcast, or other resource to begin your study of leadership and personal development.
  - Jim Rohn says “ The difference between where you are today ... and where you will be 5 years from now ... will be found in the quality of the books you read.”
  - Review or create your system for developing dozens of leaders about to come into your organization. (How's that for big thinking!)
- Monitor your self-talk (that will reveal your belief in your success) and revisit your vision for your organization .. How big can you see it? Angie





## Action Steps

- Help your distributors schedule events now .. at the beginning of the month that will generate 1000 new PV ... Insert a calendar in the working folder with the names & contact information of all the people they want to invite.. Set up conference calls, 3-way calls, webinars, Zoom video conferences, etc
- Help them set a sponsoring goal for this month -- and a PV goal ...
- Find ways for them to attend the Atlanta Global Conference ... It will be one to remember. ( get creative ... sharing rooms, car pooling, offering scholarships for increasing PV, etc. )
- Help your distributors think about **how many they will bring with them.**
- If we want to review in more detail steps for developing new leaders, go to [BetterFutureStartsToday.com/\\_\\_\\_ your name/ 8 Weeks to Director](http://BetterFutureStartsToday.com/___your name/ 8 Weeks to Director)

And Journey to Executive Coordinator Angie



# April Strategy Forum Schedule

## Keys to Coaching



Session #1 March 28 – Presidential Master Charlene Fike --  
Personal Development – Key to Exponential Growth

Session #2 April 4 – It Takes a Leader to Build an Organization

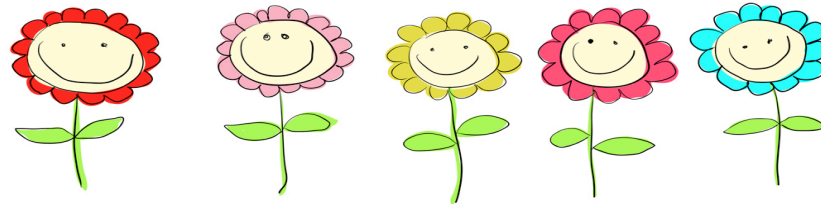
Session #3 April 11 – Charlene and Doug Fike –

The Mind Set That Unlocks the Door to Organizational Growth

Session #4 April 18 – 4 Personality Styles-- Each Require Different Coaching

Session #5 April 25 – Recognizing Self-Defeating Behaviors Part 1

Session #6 May 2 – Self-Defeating Behaviors Part 2



 Shaklee

Becky



The conductor of an orchestra doesn't make a sound. He depends, for his power - on his ability to make other people powerful.

Benjamin Zander,  
Boston Philharmonic Orchestra



## Objectives #3 – Self - Defeating Behaviors

- To day we will review a few habits of thinking ... and behavior .. that may not be serving us well.
- We will identify these “ self-defeating” behaviors in ourselves so we can recognize them when they show up in the people we coach.
- And then consider some new perspectives .. New ways of viewing the world .. And others -- with less criticism ... and more understanding.
- And when we are through .. We will be IRRESISTABLE !





A black and white profile photograph of Dr. Forrest C. Shaklee, an older man with glasses, looking towards the right.

**"Your future life will be exactly  
what you decide to make it."**

**— Dr. Forrest C. Shaklee**

“Our deepest fear is not that we are inadequate.

Our deepest fear is that we are powerful beyond measure. It is our light, not our darkness that most frightens us.

We ask ourselves, Who am I to be brilliant, gorgeous, talented, fabulous? Actually, who are you *not* to be?

You are a child of God. Your playing small does not serve the world. There is nothing enlightened about shrinking so that other people won't feel insecure around you.

We are all meant to shine, as children do.

We were born to make manifest the glory of God that is within us. It's not just in some of us; it's in everyone.

And as we let our own light shine, we unconsciously give other people permission to do the same. As we are liberated from our own fear, our presence automatically liberates others.”



Marianne Williamson (Nelson Mandela Inauguration Speech)





We are all Green .. And Growing

“To help others develop, start with yourself.”

Marshal Goldsmith

Leaders are perpetual learners  
They recognize we can always get better

**Be around the light bringers,  
The magic makers  
The world shifters  
The game shakers**

**They challenge you.  
Break you open.  
Uplift and expand you.**

**They don't let you play small with your life.  
The heartbeats are your people.  
These people are your tribe.**





# Shaklee Video & Audio Archives

This webinar is archived on [BetterFutureStartsToday.net](http://BetterFutureStartsToday.net)



## 5 Personalized Websites Included

[www.BetterHealthIn31Days.com](http://www.BetterHealthIn31Days.com)  
[www.BetterFutureStartsToday.com](http://www.BetterFutureStartsToday.com)  
[www.BetterFutureStartsToday.net](http://www.BetterFutureStartsToday.net)  
[www.FeelBetterIn30Days.com](http://www.FeelBetterIn30Days.com)  
[www.OurQuestForHealth.com](http://www.OurQuestForHealth.com)

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- Dedicated Shaklee Business Resource Website
- Dedicated Shaklee Business Presentation Website
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