

Ongoing Promotions...

GREAT NEWS!! Our Healthprint Special Offer is EXTENDED thru Jan. 31st!!

Do your Healthprint again or for the 1st time - if you purchase the Middle or Large product **packages (or choose your own products that equal the \$\$ amount of the Middle or Large package)** you will receive a FREE Product based on your #1 Health goal!!

Order the Large package or the equivalent \$\$ amount and receive the FREE products AND up to \$20 off shipping!!!

This is a GREAT time to save!!

HEALTHPRINT™

Shaklee Healthprint™

Get your personal plan.
Feel better in 30 days.
Guaranteed, or your money back.

**FREE PRODUCT
FREE MEMBERSHIP
FREE SHIPPING
W/QUALIFYING
PURCHASE**

Becky

***Shaklee has created a BRAND NEW
Shaklee 180 Starter kit!!***

This kit includes:

- 2 Life Shake Canisters
- 30 day Vita Lea
- 30 day Metabolic Boost
- 1 box of Snack bars

For \$150!!!

The Starter Kit will be offered thru 1/31/17.



**So.... When you put the Shipping deal and the Shaklee 180 Starter kit deal TOGETHER,
Someone could order the New Shaklee 180 Starter kit and receive:**

- A FREE Membership
- AND possibly FREE Shipping thru 1/31 IF they use the Healthprint special mentioned earlier.
- SPECIAL ITEM CODE THAT IS CUSTOMIZE-ABLE (choose your flavors) ONCE IN YOUR CART:
#89426. You can also find this Starter kit under the Healthy Weight tab (within the Shopping tab) in the Member Center or within your personal Shaklee Website

Becky

Free Membership AND Free SHIPPING
With \$150 Starting Order til 1/31/17



KICK OFF YOUR FIT FOR LIFE JOURNEY TODAY.

UP TO \$20 OF FREE STANDARD SHIPPING +15% OFF (SRP)
WHEN YOU JOIN WITH AN ORDER OF \$150

OFFER ENDS 1/31. CONTACT ME FOR DETAILS.

 Shaklee

Shaklee

Becky

2018 Incentive Trips For Coordinators & Above Los Cabos, Mexico!!

Qualification Period: January 1, 2017 – December 31, 2017
Trip Dates: April 9-14, 2018

- **200 points** earns you a trip for 1 person in 1 room
- **275 points** earns you a trip for 2 people in 1 room
- **500 points** earns you a trip for 2 people in 1 room + \$1500 USD

Earn points while growing your business

- Sponsoring with purchase
- New Rank Advancement
- PGV+ Growth
- Depth Development (QOV Growth)

Angie



Track your progress starting 1/19





2018 SHAKLEE
TOP ACHIEVERS
INTERNATIONAL TRIP
China

MAY 15-21, 2018

Top Achievers Trip 2018 - China

Qualification Period: January 1, 2017 – December 31, 2017

Trip Dates: May 15-21, 2018

“Year of the Key Coordinator”

Angie



Now onto The GREAT Wall of China



Top Achievers International Trip

May 15-21, 2018

The 2018 Top Achievers International Trip takes you to China—

--Beijing and tour historic sites including one of the wonders of the ancient world – the Great Wall of China.

--Shanghai

Qualification Period: 1/1/17-12/31/17

To earn the China trip, **achieve the Rank of Key Coordinator or above at any time during the 2017 Incentive period**, and maintain for 3 additional consecutive months!

Angie

Top Achievers Trip 2018 – China

7 days / 6 nights

- 3 Nights in Beijing
- 1 Night at the Great Wall of China
- 2 Nights in Shanghai



Private Reception at the Great Wall



**China World Summit
Wing Hotel**



William Edgar Hotel



**Shanghai, Ritz
Carlton Pudong Angie**

Idea for Strategy Call to Plan a Path to Cabo ! Francine

I sent my builders a box of salsa and some Mexican items I picked up at the party store in the fiesta section!!!

They were not allowed to open their boxes until we Zoomed. At the Zoom meeting, they opened and we talked about how they can earn a trip to Los Cabos!!!

Worst thing that can happen while they're working to it is that they grow their business, break out as Directors, go to NDC, grow their teams, get a car payment....(yeah, that would be terrible. :)

POWER BONUS for ALL Distributors and Above



From NOW until 3/31, every distributor and above can achieve Power Bonuses!!

For every 15 points, you can earn \$150 (paid weekly)!! No limit for how many Power Bonuses you can receive thru 3/31!! Already in a Power Bonus phase – you get to add 3 months!!

Becky

15 Points	Sponsor someone with a 750 PV Super GOLD PAK
10 Points	Sponsor someone with a 500 PV GOLD Plus PAK
5 Points	Sponsor someone with a 250 PV GOLD PAK
3 Points	Sponsor someone with a Life Plan or Turnaround Kit
2 Points	Sponsor a Member or Distributor w/100PV product purchase or more
1 Point	Sponsor a Member or Distributor w/50-99PV product purchase

Shaklee Strategies Forum 2017
Ideas to help us grow our businesses and ourselves

Session 1 Jan 17

Preparing for the New Year...Inside and Out

Winter/Spring 2017

Reaching Higher



*“And now we welcome the new year,
full of things that have never
been.” ~ Rainer Maria Rilke*



Master Coordinator
Barb Lagoni



Senior Coordinator
Becky Choate



Key Coordinator
Margaret Trost



Key Coordinator
Lisa Anderson



Senior Director
Angie Thomas



Director
Francine Roling

barb

Our Strategy Forum Team Winter 2017

We begin this semester with gratitude ...

- For each of you who join these calls each week
- For all we learned in 2016
- For the opportunity to work in such a supportive, loving community
- For the gift of Shaklee in our lives

Objectives Winter Semester 2017 -- Reaching Higher

In this Winter 2017 semester, we will focus on preparing ourselves for **thinking bigger and creating an openness to possibilities** that lie within each of us... Including picturing ourselves achieving the rank of Key Coordinator.

Because the Top Achievers Trip this year is to CHINA (be still my heart) ...and just as the Chinese have declared 2017 the “Year of the Rooster” ...

Shaklee is declaring 2017 the “Year of the Key Coordinator” .

That may have jarred some of us who think of Key as out of reach, but we hope to examine that thinking and explore just what it would take to progress in our businesses by developing an organization of leaders and co-workers. .

lisa



Year of the Rooster

The Rooster .. Wakes people up.

Qualities of “Rooster” people:

- beautiful
- kind-hearted
- hard-working
- courageous
- independent
- humorous
- and honest.

Sounds like us!

barb

2 Themes This Semester

Simplify –

- Qualifications (see pre-call)
- And streamline our system
- The number of key resources we use
(next week)

Stretch

- the archer always aims higher in order to hit the bulls eye.

becky



Shooting the Arrow

1. The arrow begins its flight in upward angle – hence the “arch”. *(Lesson –We will want to aim above our goals in order to meet our target.)*
2. An archer accounts for the weather and wind conditions & makes adjustments. *(Lesson --Someone cancels their event, we can make adjustments and still meet our goal.)*
3. Pull the bow back and find your “anchor” spot. *(What are your go-to activities that you know can produce new customers/builders?)*
4. Relax all of your fingers after you aim. The bowstring will do the rest. *(Wow – after you have done all of the preparation, just relax and enjoy the activity!)*
5. The final step to archery accuracy is follow through continue eyes on the target. *(This is the same in our businesses – it is so important to follow through with our prospects.)*



Session 1 – Preparing for the New Year Inside and Out

- We begin with giving closure and gratitude to 2016 ...celebrating the successes .. blessing the challenges for the lessons they teach us.
- And then... we invite the new, we open to possibilities, we DREAM IN a new vision for 2017. We create new goals. This often involves stretching our thinking and seeing more possibilities within ourselves.

margaret

Reflecting on 2016 with Gratitude

5 Year-In-Review Questions

What worked?

What didn't work?

What were the highlights?

**What does the new year look like...
if it's *full of what works*?**

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

Bonus Question: What do your highlights say about you?

First.. in Approaching the New Year...

Look Upon 2016 with Gratitude

- Being in gratitude allows us to quiet our egos, that voice of doubt, attachment, presumption which is silenced by a perspective of gratefulness.
- The first step in achieving new goals and dreams --
acknowledging the gifts you have already received.
- This includes the things that went really well...
- but not forgetting the lessons learned (losses, changes, and challenges).
- The perspective we choose in how to see our past opportunities for insight and growth will also have an impact on our resilience in the challenges ahead. See it all as a part of our path. MT

Importance of Self-Acceptance & Being Kind to Ourselves

- It is difficult to grow when we are frustrated or critical of ourselves.
- All the experiences and knowledge we have gained in the last year are building blocks for our future.
- Acknowledge what didn't go so well, say thanks and let it go and learn from it!



Year End and Year Beginning is a Time to Pause

A moment of stopping, turning inside...
Checking yourself out... Noticing how you feel...
And observing your thoughts
without buying into them
is a profoundly significant moment.
It will give you the power to act from
a resourceful, skillful place.



margaret

Next... in Approaching the New Year

Create Our Vision, Goals & Plans for 2017

- Take time to envision all the possibilities for 2017
- **Dream it in.** What if?
- Write down your vision, goals and plan every month.
- Do they reflect your priorities ?
- A reminder to some of us .. Taking care of ourselves allows us to be our best self, to show up for others better, and to feel more fulfilled in life.



(See archived webinars on goals setting listed at close)

margaret

What needs to go?

- When creating our plan, determine what to put in and what to take out
- How many events a week?
- How to use FaceBook for connecting ...
- and NOT for distracting, procrastinating and devouring precious time.

Now ... Reinforce It!

- Collage your vision so it is in front of you (2017 vision board)
- Live your vision out in your imagination – like a movie.
(Your mind does not know the difference between what is real and what is vividly imagined.)
- See it. Feel it. Build belief in it.
- Music often helps.

Francine's 2017 Vision .. Sent to her Coaching Circle

This morning ... I had my eyes closed and Girl on Fire by Alicia Keyes was playing in the background (Thanks, Margaret!). I was envisioning crossing the stage at Global because I obtained a new rank this year...it was some kind of Coordinator (that part was fuzzy), but I saw all of your smiling faces! You were on that stage too and we were all cheering for each other!

The whole audience was on their feet! We were amazing! We were beaming! We were excited! There was hugs and tears and we had on cute dresses :) I could see Roger, Heather, and other Home Office people there.

They even had a HUGE power point slide with our pictures on it because we achieved so much! I saw us talking to people, holding in-homes, FB, Zoom, 3 way calls, etc. because that's how we achieved it! I saw all my current builders. Then I saw people I didn't know yet but who will be joining my team. It was amazing! I was actually surprised when I opened my eyes when the song ended and I was in my kitchen! :)

Finally – Align Our Head.. Heart .. And Hands

What helps turn our goals into reality?

Our head, heart and hands all working together, in harmony.

- Head – We can't think our way to a goal without doing activity (hands) with heart (feeling).
- Heart – Our desire to reach a goal isn't enough without action (hands) and supportive thoughts (head).
- Hands – Doing activity with our heart not into it or our thoughts (head) against it, is often wasted effort.
- But when our head, heart and hands are aligned, working together for the goal – Ah, sweet GROWTH!

MT

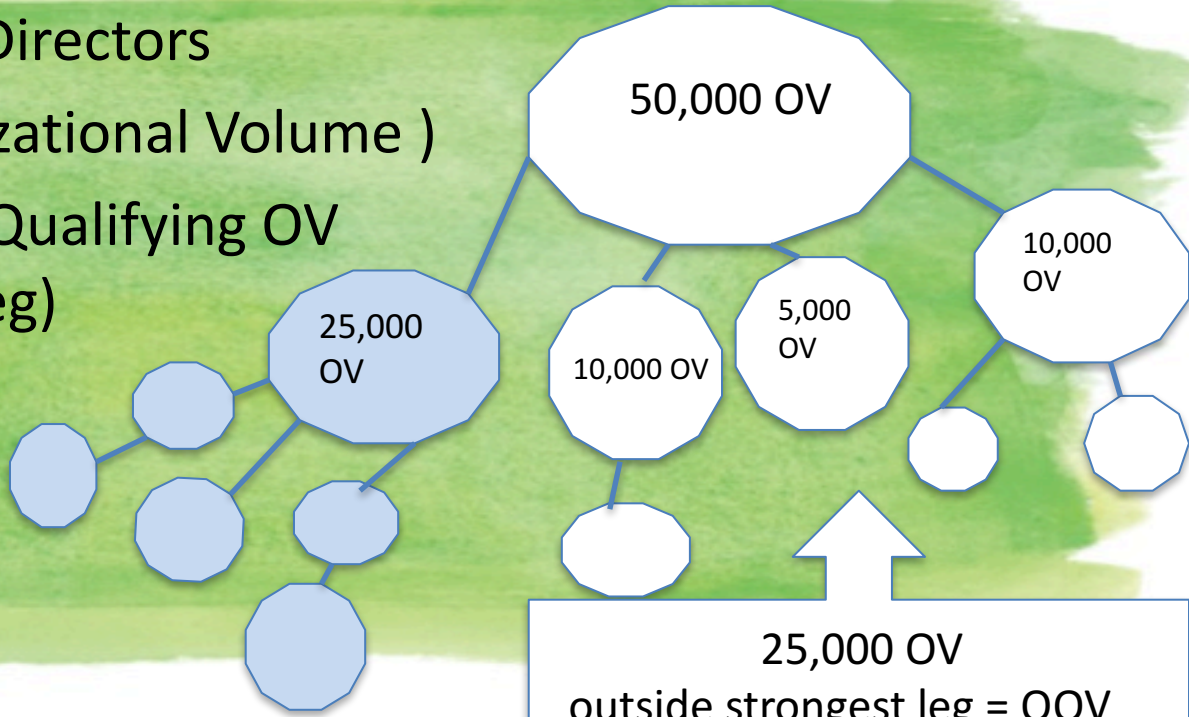
Why Shaklee is calling 2017 The Year of the Key Coordinator

- Shaklee is setting a goal to develop 100 new Key Coordinators.
- It is time to bring new younger leaders into senior ranks to become the future leaders of the company ... who will take Shaklee into the next 60 years .
- 2 Questions to ask ...
 - Why would you want to become a Key Coordinator ...
 - And do you believe you can.

Key Coordinator

- 4 First Generation Directors
- 50,000 OV (Organizational Volume)
- 50% QOV (25,000 Qualifying OV outside strongest leg)

Strongest leg



25,000 OV
outside strongest leg = QOV

lisa

Why Become A Key Coordinator?

Tangible reasons

- Average income is \$92,000
- New Keys automatically qualify for Top Achiever Trip
- 3 different ways to qualify for Dream Trip or Top Achiever Trip each year
- More perks coming – stay tuned

(and if you are aiming for Executive Coordinator... stay tuned also)



Intangible Reasons to Become Key Coordinator

- Your leadership makes a significant contribution to others.
 - Your efforts impact the health of hundreds/thousands of people potentially...
 - Your efforts welcome many leaders into your organization ... and help them develop abilities and make contributions to the world they never knew were possible.
- Who you become on the path to Key Coordinator – the lessons learned, the qualities developed, the resilience and courage required, the joy experienced...

lisa

Why would you want to become a Key Coordinator?

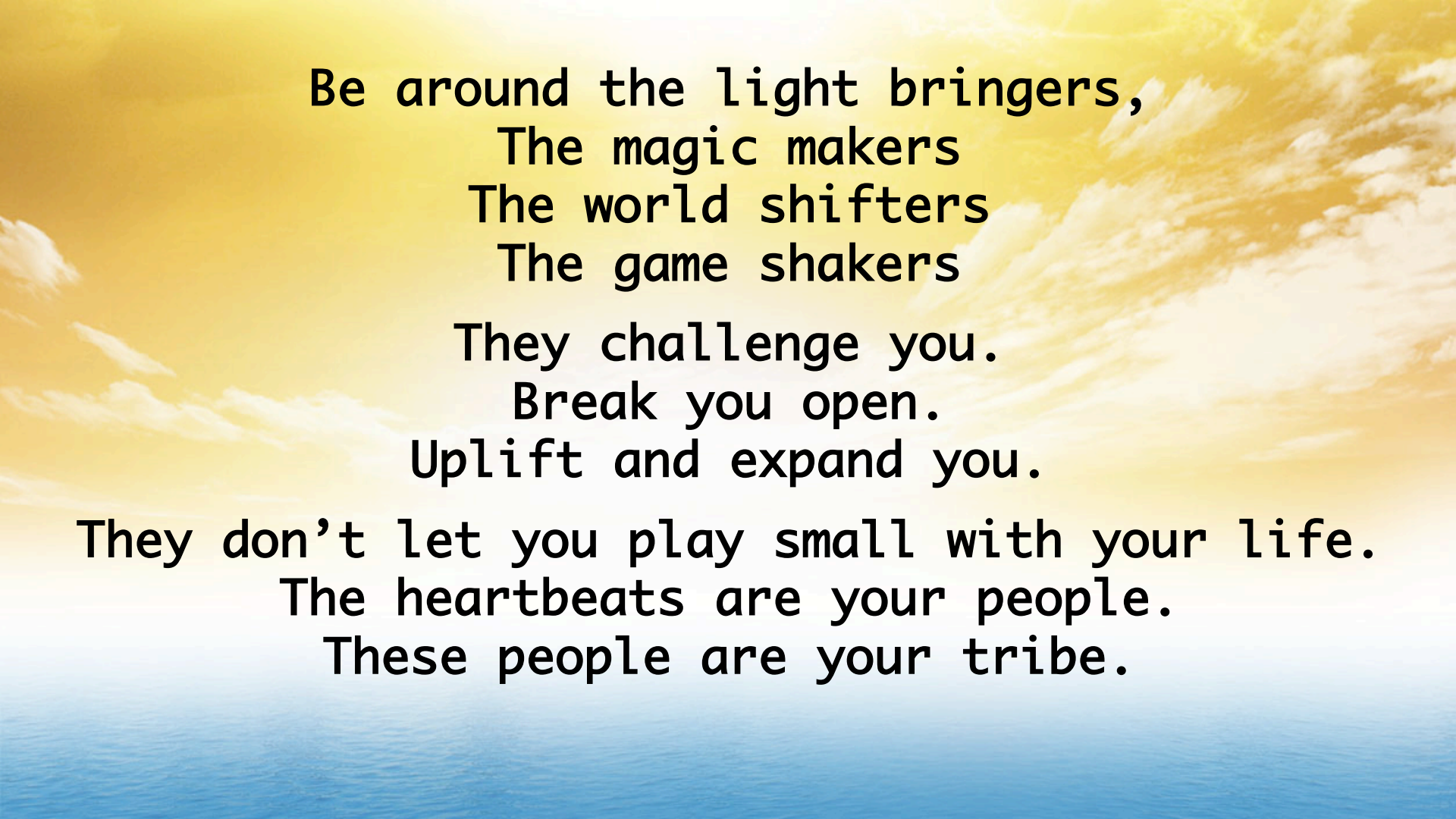
Becoming a Key is really evidence of developed and established leadership.

- Great tangible things come with rank of Key, but it's the **leadership development that holds so much reward.**
- When we start our business, we begin by leading others toward better health and possibly an awesome business.
- Then we start helping our leaders do the same thing.
- As we work towards Key, we begin **leading leaders to lead leaders** and we glimpse our ability to really make an impact, to bring about change and goodness in many lives, but also we see that the growth we have achieved personally and in business is having a ripple effect, and that we truly are laying the ground work for our legacy and good work for generations to come.
- For me striving towards **Key Coordinator has opened this desire to reach my potential, but more importantly, to being a part of helping others reach theirs.**

lisa

Anderson Team





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.

Action Steps Session 1

Let's start with the head stuff

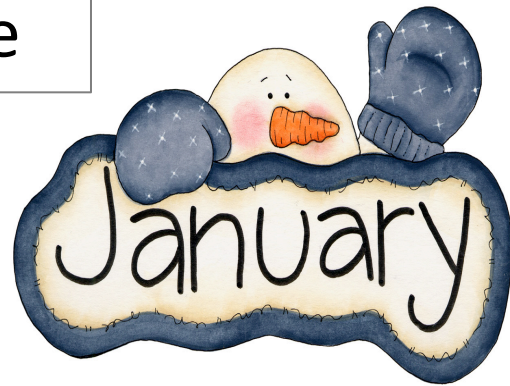
- Find a quiet spot (that may be the hardest part of this exercise 😊) and write out responses to the questions Margaret reviewed. Reflect on 2016 and dream in 2017. Create goals and plans for 2017.
- Reflect on the “Year of the Key Coordinator” and what it means for you and your goals.
- Set aside time to visualize your goals being reached (like Francine's example).

Now let's put it into ACTION

- Schedule events in January to meet new people every week and qualify for your first Power Bonus of 2017 ... (15 sponsoring points earns \$150 ! .. No limit to how many we can earn January through March. becky

ACTION PLAN			
WHO	WHAT	WHEN	HOW

January/ February Strategy Forum Schedule



Tuesday Jan 17 --- Preparing for the New Year

Inside and Out

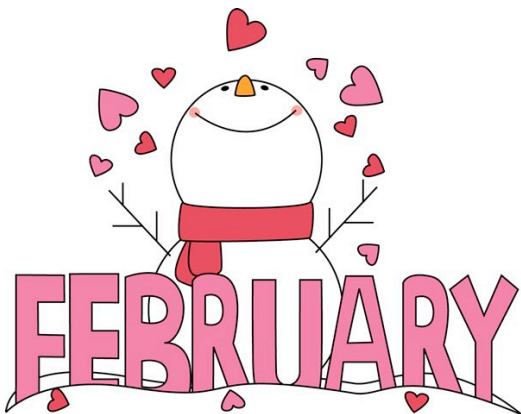
Tuesday Jan 24 – Best Resources – The Power of Simplicity

Tuesday Jan 31 – The Leader Within – Margaret Trost

Tuesday February 7 –Charlene Fike, Presidential Master
Coordinator – Financial Needs of American Families

Tuesday February 14 – Master Coordinator Laura Evans –
Our Shaklee Flip Flop CEO ... on

Growth: Getting to the Heart of it all
(heart.. Valentine's Day, get it?)



Becky

Wellness Webinars – Third Thursdays

Thursday January 19 –

Diet, Vitamins and Digestive Disorders

Leaky Gut, Reflux, IBS

Jean Zbinden and Angie Thomas

February 16 – Mind, Mood and Stress

March 16 – Teenage Brain– Still Under Construction

: <http://bit.ly/bhsubscribe>



Recommended Reading – Leaders are Readers

- Hal Elrod and Pete Petrini: The Miracle Morning for Network Marketers
- Brene Brown: The Gifts of Imperfection, Rising Strong, Daring Greatly
- Rick Warren: What On Earth Am I Here For?
- John Maxwell: ALL and ANY!!! I really like The Daily Reader, The 21 Indispensable Qualities of a Leader; Everyone Communicates , Few Connect; How Successful People Lead, etc
- Richard Fenton and Andrea Waltz: Go For No
- Tara Mohr: Playing Big
- Flip Flop CEO

Previous Webinars/Books for Reference on Goal Setting

- 100 Days to Amazing #8 Goals and Affirmations 2015
- First Step Training – Goals, Dreams and Getting Ready 5/13/2011
- Transformation Training - Goals and Dreams 9- 2012
- 7 Habits of Highly Effective People .. Habit 1 – Be Proactive .. Steven Covey
Habit 2 – Begin With the End in Mind
- Skilling Up #8 Feb, 2014 --Goal Setting and 12-Month Growth Plan
- Producing Something Amazing: 100 Days to Amazing Winter, 1/12/16
- Power of the Plan: 8 Weeks to Director, 3/17/16

Previous Webinars for Reference on Belief

- Inside Work and Outside Work: Journey to Executive Coordinator, 4/7/16
- What I Know Now That I Wish I'd Known Then: 8 Weeks to Director, 3/24/16

Previous Webinars & Resources on Getting Un-Stuck

- *The 21 Indispensable Qualities Of A Leader:*
Becoming the Person Others Will Want to Follow by John Maxwell
- 100 Days to Amazing #14 – Perseverance Dec 2015 with Margaret Trost
- Legacy and Leadership #4 –Stages of Your Shaklee Journey Feb 2015
Kevin Crandall



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

— Dr. Forrest C. Shaklee



Shaklee Video & Audio Archives

This webinar is archived on BetterFutureStartsToday.net



5 Personalized Websites Included

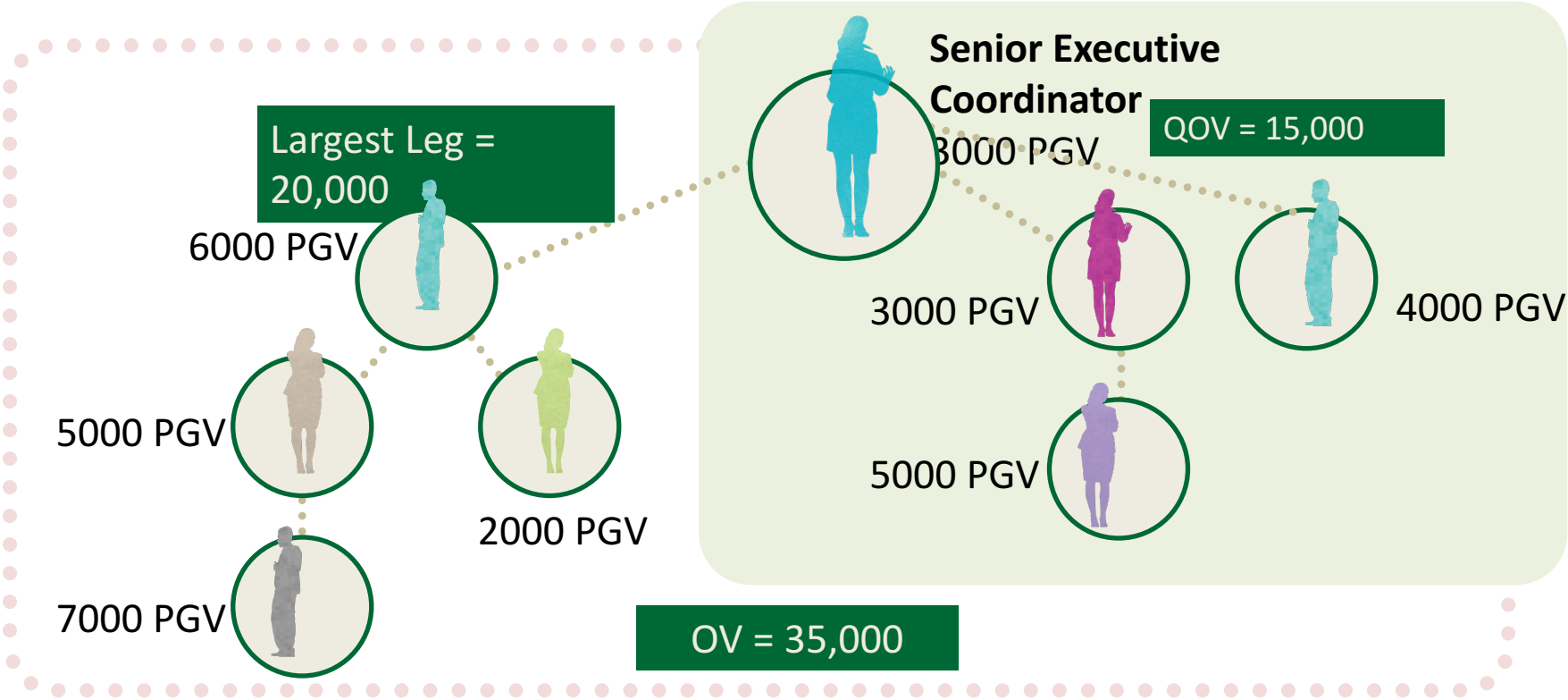
www.BetterHealthIn31Days.com
www.BetterFutureStartsToday.com
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www.OurQuestForHealth.com

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- Video archive of Training webinars
- And much, much more for only \$16.99/month

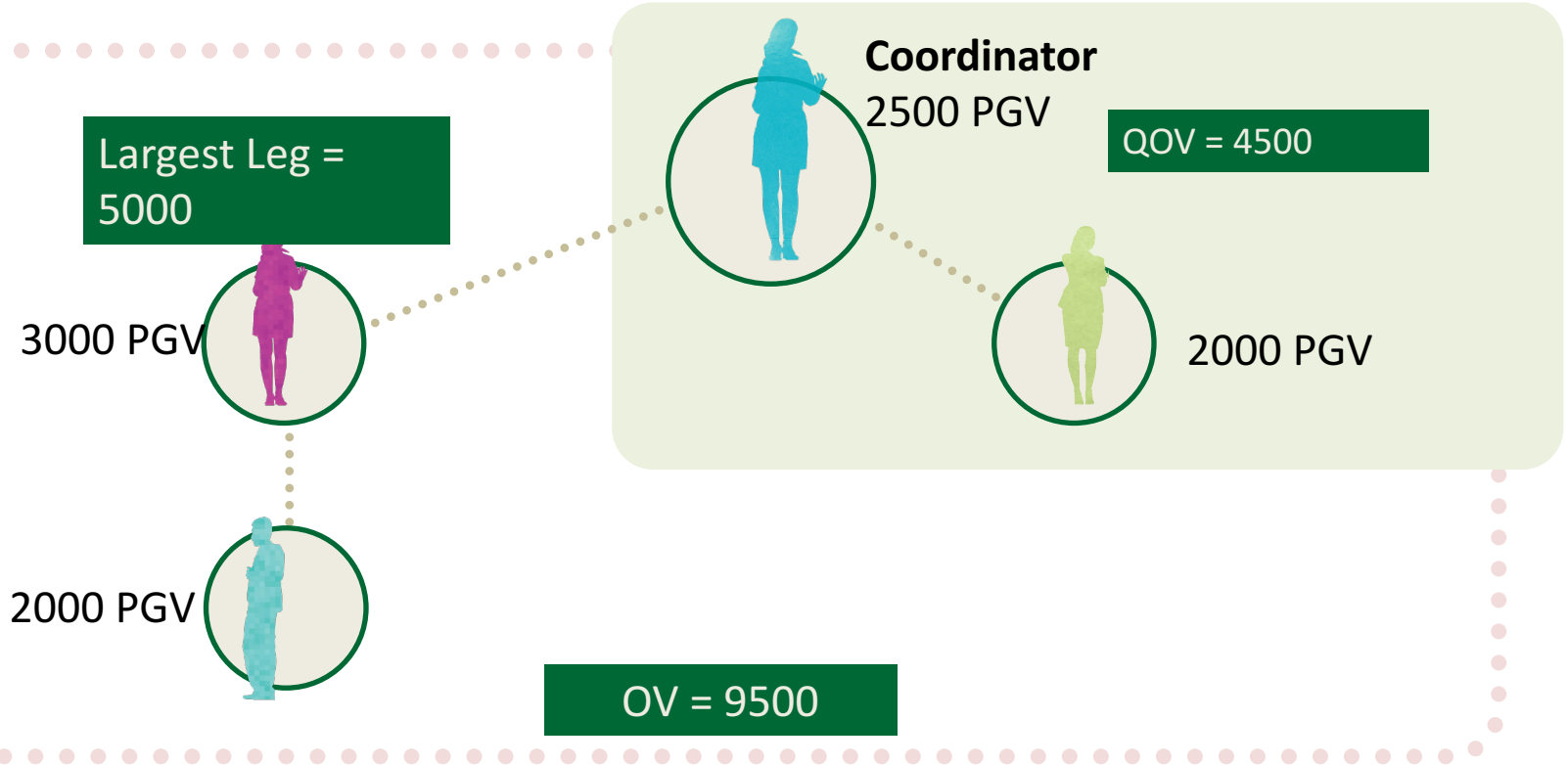


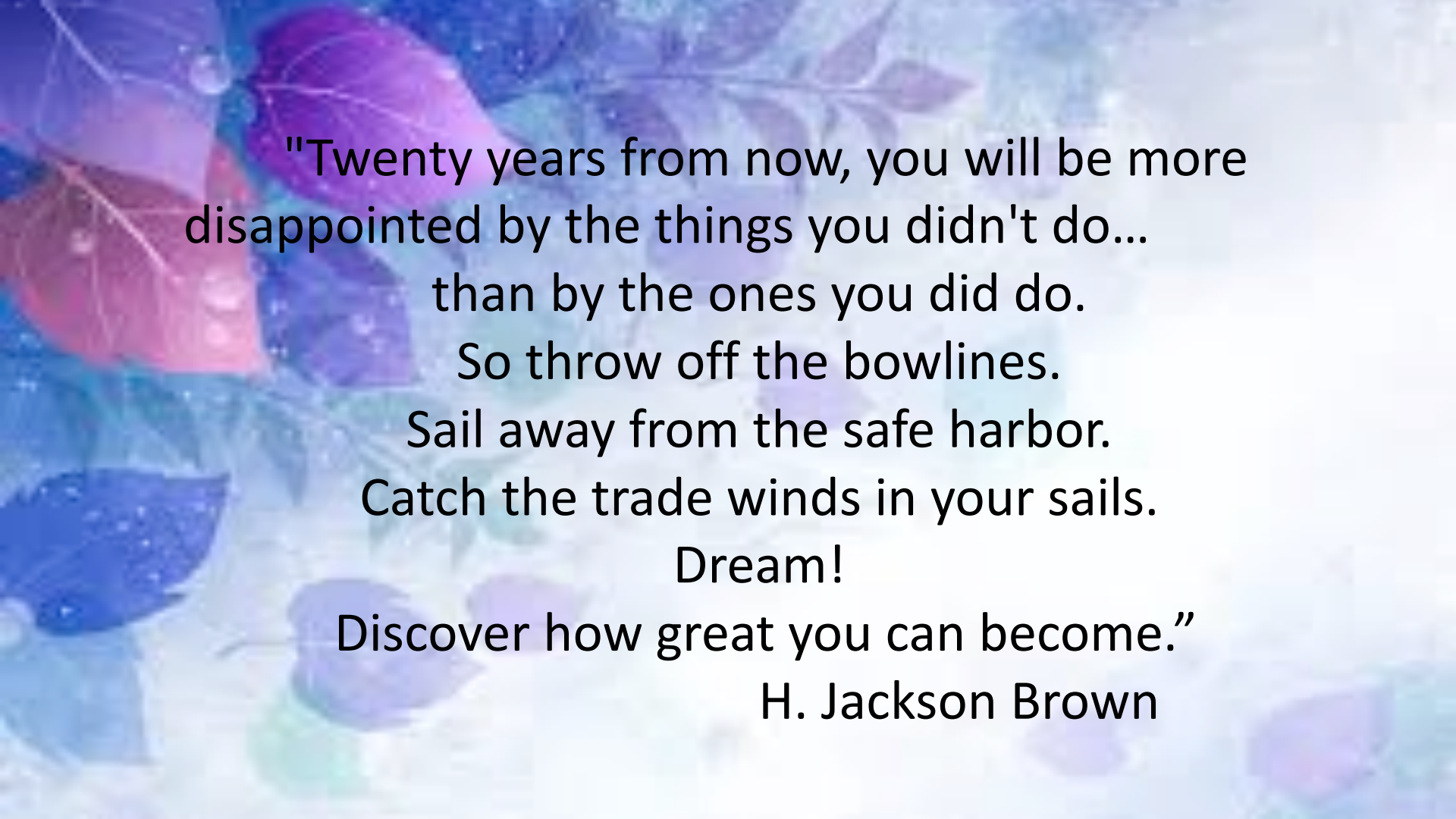
Limited Time Special - Subscribe Today here: <http://bit.ly/bhwebinarspecial>

QOV = Volume Outside Largest Leg



QOV = Volume Outside Largest Leg





"Twenty years from now, you will be more
disappointed by the things you didn't do...
than by the ones you did do.

So throw off the bowlines.
Sail away from the safe harbor.
Catch the trade winds in your sails.

Dream!
Discover how great you can become."

H. Jackson Brown