

I am convinced that life is 10%
what happens to me
and 90% how I react to it.

-Charles R. Swindoll

Wealth Today, Tomorrow, The Future



Trevor Stirmel
Innovation Financial Coaching
Financial Coach & Speaker



Richard & Kay Beers
Shaklee Business Leader
Since 1990

Today's Challenges 1.

“ 67% of people can not cover a
\$500 emergency with savings”

CBSNews



“ 76% of Americans are living
Paycheck to Paycheck”

- Bankrate.com

Today's Challenges 2.

“ One-Third of adults lose nightly sleep over atleast one financial concern”

-USNEWS.com



“Financial issues & money fights are the leading cause of divorce in America today.”

- CNBC

Shaklee

Preventing Tomorrow's Struggles



Step #1 \$1000 Emergency Fund

Step #2 Pay off Debts Use The Debt Snowball Method

Step#7



haklee

Providing Gifts to Others

Step#7 Build Wealth & Give Outrageously



Be one of the 44%

“ 56% of Americans in the survey had saved less than \$10,000 toward their retirement, with a full one-third (33%) reporting not one cent saved toward retirement”

-Associated Press, May

2016

The Shaklee Opportunity

- Create \$1,000 Emergency Fund
- Pay Debts - SnowBall Method and/or
- 3-6 Months Expenses

In less than ONE Year as Director

Director = \$10,217

Sr Director = \$13,672

Coordinator = \$21,646

Sr Coordinator = \$33,540

Rewards—All levels

| Rank | Average of lowest 1/3* | AVERAGE* | Average of highest 1/3* |
|-----------------------------------|------------------------|-----------|-------------------------|
| DIRECTOR | \$4,274 | \$10,217 | \$19,105 |
| SENIOR DIRECTOR | \$6,480 | \$13,672 | \$24,004 |
| COORDINATOR | \$10,350 | \$21,646 | \$36,395 |
| SENIOR COORDINATOR | \$18,582 | \$33,540 | \$52,038 |
| EXECUTIVE COORDINATOR | \$30,421 | \$48,367 | \$69,024 |
| SENIOR EXECUTIVE COORDINATOR | \$41,171 | \$65,020 | \$92,777 |
| KEY COORDINATOR | \$61,893 | \$95,867 | \$140,073 |
| SENIOR KEY COORDINATOR | \$84,479 | \$121,819 | \$173,942 |
| MASTER COORDINATOR | \$118,718 | \$211,018 | \$343,864 |
| SENIOR MASTER COORDINATOR | \$215,782 | \$275,994 | \$343,127 |
| PRESIDENTIAL MASTER COORDINATOR** | \$335,530 | \$614,200 | \$984,701 |

7 Strategies Building Wealth Using Shaklee



Trevor Stirmel
Innovation Financial Coaching
Financial Coach & Speaker

www.InnovationFC.com





Tracy Fixen

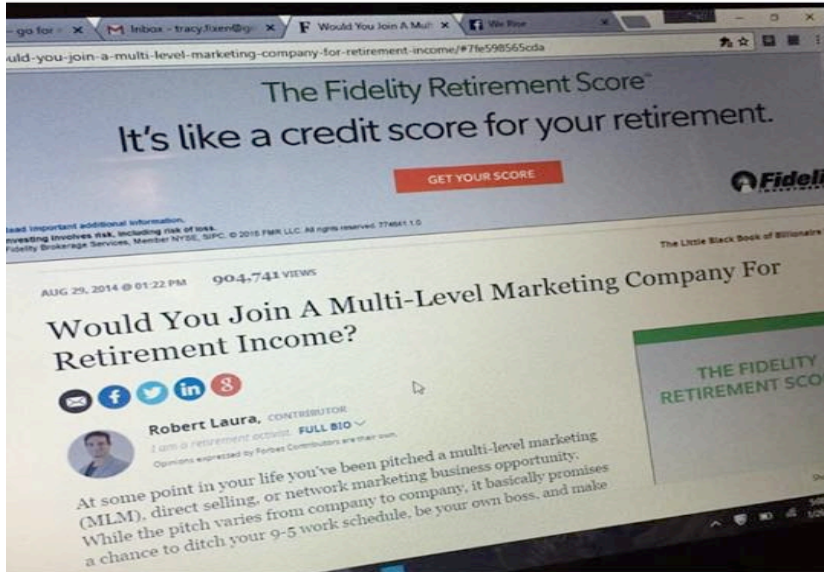


Tracy Fixen posted a photo on Instagram.

Yesterday at 5:10 PM · Instagram · 2



Just doing a little research. And yes. The answer is yes. MLM for retirement!!! Stay at home moms don't have 401ks or retirement plans. But we have college to pay for, weddings to think about and future grand babies to spoil. I don't want my hunny working til death do us part. 😍 Doing something about it while I can. #futurethinking #investinyourself #whynotyoudo #womenrevive



From Tracy Fixen

Just doing a little research. And yes. The answer is yes. Network Marketing for retirement!!!

Stay at-home moms don't have 401ks or retirement plans. But we have college to pay for, weddings to think about and future grand babies to spoil.

I don't want my hunny working til death do us part.

Remember to Stretch From Tony Robbins

If you want to live a life that's courageous, you've got to stretch, and to stretch means: When I can't, I must. Every time you say, "I can't do it," you're going to immediately say, "I must do it."

It means if you find yourself saying I can't do something, but you know it in your heart of hearts that if you do it you're going to grow, you're going to be a better person, it's going to contribute to your family or to your kids or to something that matters, and you keep saying I can't do it, there is no question—you must do it.

You don't discuss it anymore. You just take immediate action. You make the phone call. You step up in front of the room. You raise your hand. You do what's necessary."

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

Session 3 Jan 31, 2017

Awakening The Leader Within – The Journey Begins

Winter/Spring 2017
Reaching Higher



Our Strategy Forum Team Winter 2017



Master Coordinator
Barb Lagoni



Senior Coordinator
Becky Choate



Key Coordinator
Margaret Trost



Key Coordinator
Lisa Anderson



Senior Director
Angie Thomas



Director
Francine Roling

Objectives Winter Semester 2017

Thinking Bigger ... Reaching Higher

In this Winter 2017 semester, we are preparing ourselves to:

- Expand our thinking
- And see the possibilities that lie within each of us... including picturing ourselves achieving the ranks of Executive and Key Coordinator.
- **We will achieve these ranks by becoming an Executive Coordinator on the inside ... even as we assemble and empower the team that will take us there ... on the outside.**

Exciting new perks are coming from the company around these 2 ranks, starting with the automatic qualifying for Top Achievers Trip to CHINA and the Great Wall when we achieve Key Coordinator ..

But stay tuned ... more to come.

becky



Objectives #3 –Awakening the Leader Within— The Journey Begins

Today we begin the journey within ..

The journey of developing the leader within ourselves ..

- We will learn lessons in leadership through the stories of 3 leaders, each at different stages in their Shaklee ventures ...
 - They will outline their journey in developing the skills and new thinking necessary to overcome challenges and take them to their goals.
 - They will share personal experiences that are causing them to recognize how much more lies within themselves than they have ever believed possible before.
- becky



Year of the Rooster

The Rooster .. Wakes people up.

Qualities of “Rooster” people:

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

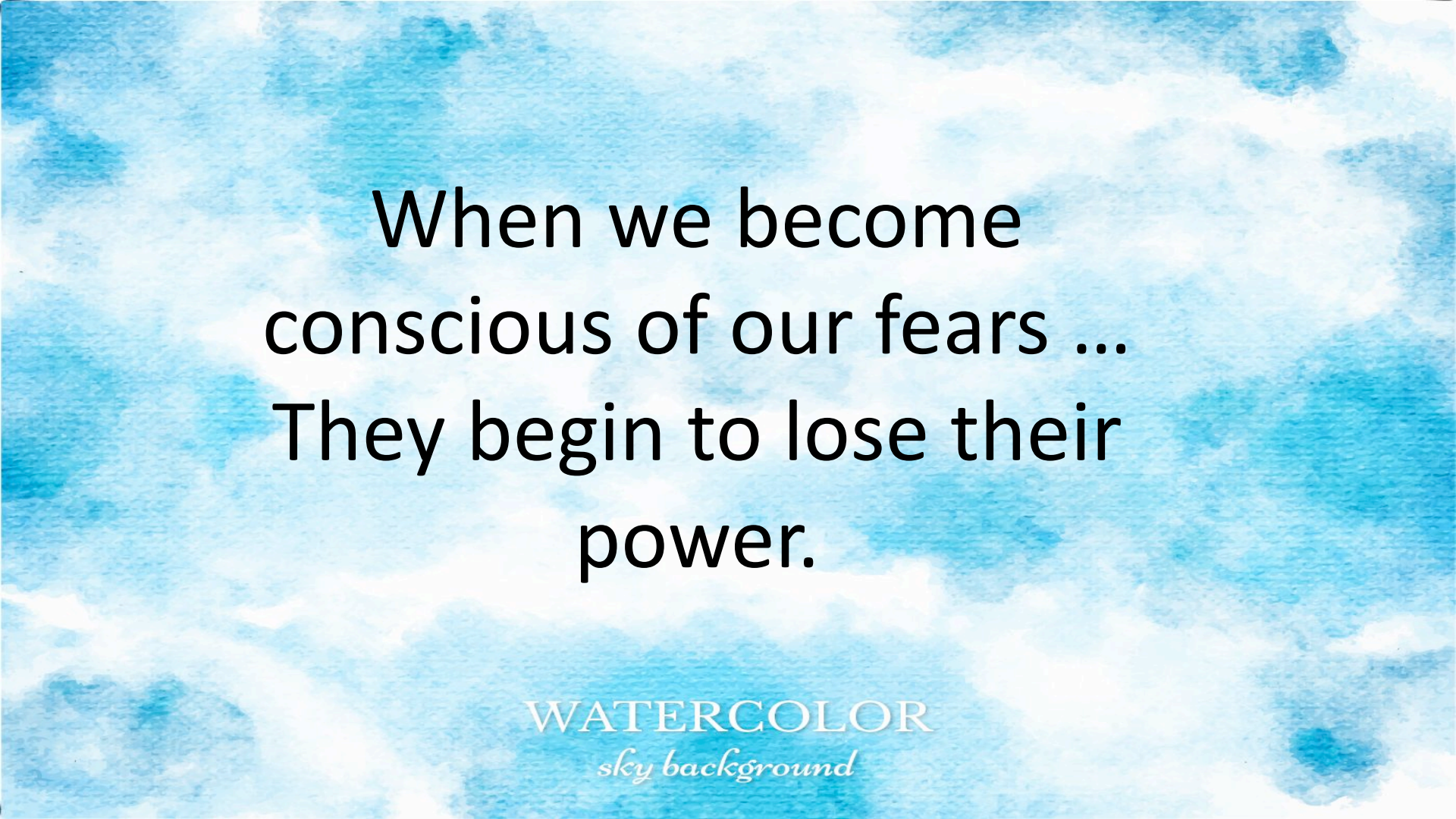
Sounds like us!

Margaret's Journey in Awakening the Leader Within Who I was then...

- Comfortable assisting others
- Didn't see myself as leader
- Afraid of making mistakes
- Worried what others thought of me
- Deep seated fear of rejection
- Played safe and small so no chance for conflict
- Withheld my voice.. Driven by fear
- A people pleaser



I hadn't done any self-reflection so I didn't know myself
I didn't know the power of my thoughts ... and fears.

The background of the entire image is a watercolor-style illustration of a sky. It features soft, blended washes of light blue and white, creating a dreamy, ethereal atmosphere. The colors are more saturated in some areas and lighter in others, giving it a textured, painterly feel.

When we become
conscious of our fears ...
They begin to lose their
power.

WATERCOLOR
sky background

Next Stage in Awakening the Leader Within... Became New Director Building to Coordinator

Began to invest in personal development..

Books, Classes, Workshops, CD's, ... all new to me.

- Learned the power of creating a vision that engages the heart deeply. This allowed me to enroll others and overcome my fears.
- Learned people want to follow someone who is going somewhere ..
- Learned how to use my imagination as a tool to see myself as a leader of large organization.
- Listened daily to a Play list of songs that inspired me

Began to see myself as a business woman
for the first time ..



Dr Forrest Shaklee

What we think... we look.

What we think... we do

What we think...we are.

Began to recognize Self-defeating behaviors In myself and others

- People pleaser
- Tap Dancer – can't make commitment
- Perfectionist
- Martyr
- Caretaker

But my biggest on-going challenge had to do with ...
my thinking.

“ Don’t Believe Everything You Think” Byron Katie

- Learned to recognize self-talk that can sabotage efforts
- Learned to choose thoughts that generated courage to take action ,
to pick up the phone ..

Old Cherokee --teaching his grandson about life.

“A fight is going on inside me,” he said to the boy.

“ a terrible fight between 2 wolves.

*One is evil – he is anger, envy, sorrow, regret, greed, arrogance, self-pity, guilt, resentment,
inferiority, lies, false pride, superiority, and ego.”*

*“The other is good – he is joy, peace, love, hope, serenity, humility, kindness, benevolence,
empathy, generosity, truth, compassion, and faith.*

The same fight is going on inside you – and inside every other person, too.”

The grandson then asked his grandfather, “Which wolf will win?”

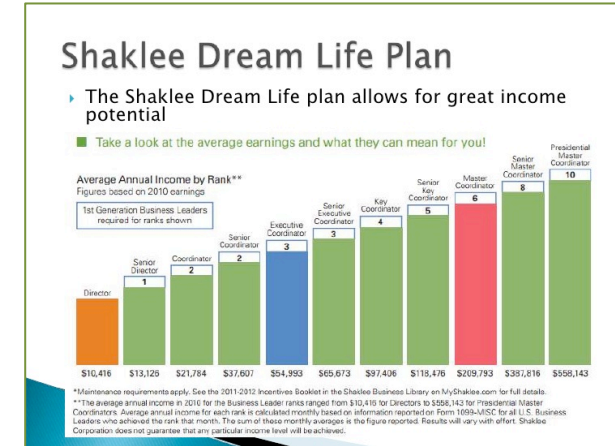
The old Cherokee simply replied, “The one you feed.”

I learned to recognize which wolf I was feeding.



Learned How to Put the Vision into Action

- Made a study of the business
- Studied the compensation plan
- Studied the Network Marketing Industry
- Became proud to be associated with Shaklee
- Shared the business a lot .
- Created concrete goals and written monthly plan... with lots of activity
- Created customer and business builder follow-up systems ..
- Plugged into training ... and created training for business partners
- Listened to tapes and CD's to be a continual learner.



Because I was willing to:

- Examine my fears and other “resistances” ... (Calling people, setting up meetings, talking about Shaklee in any way , etc)
- And work to overcome them .
- Pursue my vision without being attached to the results...and without obsessing about what others would think.
- Step outside my Comfort Zone... over and over and over...
- Be vulnerable and.. to acknowledge Shaklee will not be a perfect fit for everyone. .. And to ask anyway.
- Invest in myself ... time and money.. Our biggest asset

I discovered the leader within...



What I've Learned...

- There will be difficulties ...
 - We learn to see them as opportunities for growth
 - “Who said it was going to be easy?”
 - We will discover how strong we are.. how resilient ... how innovative and nimble.
 - Challenging people are part of the path.
- There will be help –mentors, colleagues, friends, signs
- There is always more to discover about ourselves ...as we learn and grow , we remove obstacles so who we are can come through and be expressed



The journey will take us somewhere we are meant to go ...
Bless every step of it .. Bless the bumps. We will be better
for it...and so will the world. “Piti Piti Na Rive

“You’ve always had the power, my dear,
you just had to learn it for yourself.”

- The Wizard of Oz

YIPES! Year of the Key Coordinator ?????

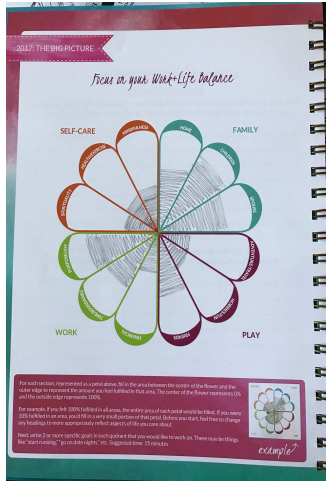


- My initial reaction .. What???? No way!
- But then --- Maybe ...
- Looked at Dream Plan Chart. Why is Key Coordinator the “key to Shaklee”?
- What if I?... How much would I?... How much do I?... When do I want?...
- What’s first for me? Inward Foundation and Roots.

Then I can work outward with others to share with joy,
and help them to bloom and grow in their health or their business.



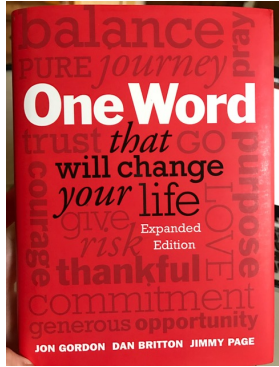
New Day Planner asked “What are you excited about?” and to reflect on Highlights of Past Year. ..



- Completed two 8-week Masterminds on John Maxwell books, one on Playing Big by Tara Mohr, and an all-day John Maxwell training
- Was Accepted into 2016-2017 Community Leadership Training Class
- Was elected Chairman of Keep Forsyth County Beautiful Board
- Was invited to join Chamber steering committee for women in business and Business Advancement Resource (BAR) committee.
- Earned iPad mini, 3 more years of car payments, Playa Del Carmen for 2
- Attended leadership retreat with my coaching circle and uplines
- Read “One Word” again and the word I chose is JOY for 2017

JOY!

Crystal's Story-- This year is about Balancing and Blooming...



- Then the Planner asked, “ And what would you like to do better” (see questions as Session 1 Preparing for the New Year Inside and Out)
- Answer –
 - Live in the moment sometimes (not plan every single minute) and find more fun and joy in everything.
 - Instead of focusing on numbers and goals, to focus on the people those numbers are about ... including customer follow-up and connection.
 - Create a new vision ... a bigger one that will help me stretch.

JOY!



**"If you look within half as much
as you look around, you will find
answers that far exceed what
you may have otherwise found."**

- Phil Good

Crystal's Vision for 2017



me

in the middle of



a big fun group!

Angie's Story -- Before the Seed was Planted

- Always wanted to be an actress
- Could visualize myself on stage or in front of crowds, but never actually had the nerve to "go for it".
- Got stage fright for our wedding reception speech
- Started my Shaklee business in 2011
- Went to my first Global Convention in 2012 in Las Vegas
- Decided that my "stage moment" would be to share that success in Shaklee is possible, even if it wasn't on Fast Track.



Starting to Grow



- Stay-at-home mom was most important.
- Shaklee business took back seat – but our budget was set up for that.
- Asked to speak on a Health Chat or be a guest speaker on a webinar.
SHAKING LIKE A LEAF!!
- Connected with other Shaklee leaders to share, learn and receive positive feedback
- Started to see the full picture – that Shaklee gives me (or anyone) the space to live out their mission. There is a place in Shaklee to be who I want to be – and am.
- Spoke on stage at workshop Orlando Global Conf -- 2000 in audience.
- But could I ever really visualize more than the next rank level?

Work That Gives Joy and Purpose

- Kids older (and more expensive!) .. So now what ?
- Still want to be at home and available to them, but now also want to contribute to family income ... and need to.
- Took a look at what brings me JOY.
- Shaklee gives us the space to live out that joy .. And how we want our life to look. And mission we want to pursue.
- This work gives my life JOY and PURPOSE.
- It is a huge goal – 4 rank levels to jump – but I feel confident sharing that it is my goal.
- My flower is still continuing to bloom.



My Goals Now

- January 2017 -- Set goal of Senior Executive Coordinator ..
- First we become Executive Coordinators on the INSIDE in order to make it happen on the OUTSIDE.
- Lessons – being willing to step outside what is comfortable .. Knowing every time I do .. I grow.
- Being willing to put in the time .. And do the work



"WE GAIN STRENGTH,
AND COURAGE, AND
CONFIDENCE BY EACH
EXPERIENCE IN
WHICH WE REALLY
STOP TO LOOK
FEAR IN THE FACE...
WE MUST DO THAT
WHICH WE THINK
WE CANNOT."

-Eleanor Roosevelt

Upcoming Events Calendar

(Goal: To have people attend EACH event)

(BIG Goal: To have at least 4 people attend EACH event)

Affirmation: “People are excited when I call to ask them to these events and they want to invite their friends as well. I am confident and clear when I call them and they are excited and willing to attend because they trust me and this company. I never have trouble finding people to attend any events that I invite them to.”

Tuesday, January 24- 8 cst

Natural Medicine Cabinet Zoom

- 1.
- 2.
- 3.
- 4.
- 5.
- 6.

Thursday, January 26- 7:15cst

Sleep Health Chat (Becky's line)

- 1.
- 2.
- 3.
- 4.
- 5.
- 6.

francine

**** 3 people at each event who order, (the average order is 50 pv.)

3 people x 4 events = 12 x 50 PV = 600 PV!

For February, 3 people x 8 events = 24 x 50 PV = 1200 PV!

****Our job is to invite --and when inviting, ask that person who else they know who would be interested in attending. Instant Referrals!

Reward customers for referrals when an order is placed.

**** All of these new customers are going to earn you POWER BONUS POINTS!

Every time you get 15 points (a new customer with 50 PV is 1 point,

a new customer with 100 PV is 2 points), you get \$150!!!)

8 new members X 100 PV = 2 sponsoring pts each or 16 points and a Power Bonus!

Scheduling 2 events a week in February x 3 attending each = 6 new members a week

OK Courageous Leaders .. Time for Action!

- Create our goals for February ...
 - ex -- 1000 NEW PV
 - sponsor 3 new members each week
- Schedule at least 4 events –
- Review 8 Weeks to Director session on Inviting – which reminds us to invite by expressing WHY you are scheduling the event .. WHY they would want to attend .



Fellow roosters, our role is to wake people up to the importance of prevention and wellness ...

And to wake ourselves up to see the greatness that lies within !

*I learned that courage was not the absence of fear,
but the triumph over it.*

*The brave ones are not those who do not feel afraid,
but those who conquer that fear.*

It always seems impossible until it's done.

*“Do not judge me by my successes. Judge me by how many
times I fell down and got back up again.”*

— [Nelson Mandela](#)

January/ February Strategy Forum Schedule

#3 Tuesday Jan 31 – Awakening Leader Within – Margaret Trost

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

5 Tuesday February 14 – Master Coordinator Laura Evans –
Architect of Shaklee Dream Plan

#6 February 21 – Marjorie Fine, Senior Executive VP Shaklee Legal

#7 February 28 – John Maxwell Leadership Concepts
with Rebekah Joy, Leadership & Personal
Development Coach, Trainer, & Speaker with
the John Maxwell Team

#8 March 7 – Barb Behar, Master Coordinator
What Your Bonus Check Can Do





**"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.***

Previous Webinars 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

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

Shaklee Video & Audio Archives

This webinar is archived on BetterFutureStartsToday.net



5 Personalized Websites Included

www.BetterHealthIn31Days.com
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