

Impact 1,000,000 minds

Help us raise awareness and support for brain health research.



MindWorks™
CHALLENGE



CHALLENGE ISSUED

At Shaklee Live in Long Beach, our friend Maria Shriver challenged us to use our blockbuster new product MindWorks™ to raise money for brain health research.

For each bottle of MindWorks purchased, Shaklee will donate a portion of the proceeds to fund brain health research through a university research grant program.



+ **CogniFit**
Brain-Training Software

Join Free With Mind Works Pack

To support the challenge, starting Wednesday, September 24, we're offering through November 30, 2014 a Join Free with a MindWorks™ Pak consisting of two MindWorks bottles for MP \$99.90.

Check out the MindWorks product sharing resources online to help you start the conversation. Runs 9/24/2014 to Nov 30

Rewards for You Sept 24 to Nov 30

Sponsor three new Members with the MindWorks Join Pak, receive a free MindWorks Challenge Water Bottle.

Sponsor six new members with the MindWorks Pak receive the Water Bottle AND a MindWorks Challenge T-shirt.

Top 5 Sellers of MindWorks based on Personal Group Volume from launch through June 30, 2015 will have the honor of being recognized at next year's Shaklee Live Conference in Cleveland.

Mind Works Challenge

Make your commitment public –

Create a MindWorks Challenge video and spread the word through social media. Let's see how many videos we can generate throughout Facebook, Twitter, Instagram – wherever you and your friends hang out in social!

MindWorks Dialogue

I am calling to ask who you may know who may want to hear about ways to help improve brain function ... and memory ... focus, concentration .. An all-around healthier brain.

Shaklee just introduced a very interesting new product called MindWorks .. That improves connections between neurons in the brain...

And that's the key to being smart ...and quick –thinking .. With good cognitive function!

I am assembling information about causes of cognitive decline .. And what we can do for prevention... so I have 3 options for you ..

- Would you like to learn more about MindWorks or would you like to order some now?
- Would you like to attend a Wellness Webinar on this subject (or an archive)
- Would you like to set up a gathering with your friends .. Or a conference call .. Called “The Mind You Save May Be Your Own” & receive your MindWorks FREE.

BIG NEWS – Free Shipping Extended Through End of October When Sponsoring With One of Product Regimens

Generate 25 sponsoring points in one month in October,
November and/or December and receive a \$250 gift card
from Tiffany's or a choice of selected beautiful Tiffany jewelry

New Members must join online with at least one of the twelve qualifying product regimens or kits to receive the Free Shipping Offer:

- Foundations Regimen
- SmartHeart Blood Pressure Regimen
- SmartHeart Cholesterol Regimen
- Healthy Solutions Regimen
- Healthy Solutions Plus Regimen
- Enfuselle® Nutrition Therapy System – Normal to Oily
- Enfuselle Nutrition Therapy System – Normal to Dry
- Get Clean® Starter Kit – Regular Scent
- Get Clean Starter Kit – Fragrance Free
- Turnaround® Kit
- Lean & Healthy Kit
- Smoothee Kit
- MIndWorks Kit

New Members joining during the promotion period will receive up to \$20 of free shipping. Offer applies to standard shipping costs.

To receive free sample kit.. Must sponsor them yourself at the MyShaklee.com site

Teaming Up Fall 2014 –Lesson 6
Conversations The Connect & Personality Styles
October 9, 2014

Senior Executive Coordinator
Lisa Anderson



Senior Coordinator
Katie Odom



Be part
of the effect™

Objectives for Session # 6 – Conversations That Connect & Personality Styles

- To help all members attending the training to reach rank of Director by end of November (90 Day Goal)
- To gain insights on improving our communication skills ... the single most important expertise to develop for our business success .. And success in every aspect of our lives.
- To understand the 4 personality styles and the contribution each makes to the good of the community. lisa

Popular Activities To Launch Your Business

- Grand Opening / Business Launch Events – in your home (outline attached)
- Grand Opening / Business Launch Event .. On Face Book (outline attached)
- Individual appointments
- 3 way calls
- Healthy Home Healthy You and other in-home events
- Play dates, lunches
- Invitation to webinars, conference calls and live area meetings
 - Invitation to Shaklee weekly Monday Business Opportunity Presentations
 - Health Stories Conference Calls
 - Wellness Webinars

lisa

So now it's



Time to Talk To People !

lisa



2 NEW Conversations a day and Follow Up..



Conversations NOT sales pitches

in the name of Shaklee

lisa



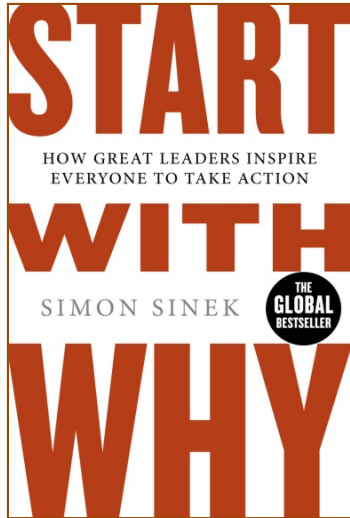
Mastering the Art of Authentic Meaningful Conversations

- The marketplace is noisy .. lots of messages flying at people. Constant sales pitches .. TV, internet, Face Book, billboards, ... so people begin to tune everything out ..**including us**
- When we have " authentic and meaningful conversations " with others .. we sound different than all that other stuff ...because we ask about what they care about. .. Not giving a sales pitch. .. Conversation is natural , honest and real .
- There are just a few easy phrases to learn and it is wonderful how people will begin to open to us and our messages . lisa

3 Key Elements of Authentic Conversations

Asking questions and listening well using
“Tell me about”

katie



Sharing your reasons for making the contact or
whatever you are discussing

acknowledge



God speaks to us
if we take time to listen

Tell Me About ...

Every good
conversation
starts with
good listening

Our first goal is to learn about their values and
where they are in their life.

“Tell me about.... Where you are in your life now ...

Tell me what it feels like having all the kids out of the house...etc

Tell me what you and your husband are up to now that you are empty nesters

Tell me more about that

Tell me about ...What happens at your house now, etc

Listen carefully for words that indicate a need or interest

katie

We cannot solve a problem that has not been acknowledged.

Express Your Reasons for Contacting Them Not **What** you are inviting them to , but **Why**



Include in your conversations and invitations ... **why** you want to speak with them .. **Why** you think they may want to attend an event ... They will need a reason to attend .. Something important to them. They don't come just because you are having a webinar or an event.

- Ex I am calling because I had some serious health issues for several years...
 - Or I just returned from the Shaklee Global Conference and /.....
 - Or I was reading an article
 - I am so grateful to have learned about prevention and what it has meant for my family ,..
- katie

(Meaningful conversations continued)



Acknowledge people— Look for opportunities to sincerely compliment people .. Especially when they are raising a concern or question.

ex – “ Great question, I can see you have done some reading .. Good for you.. Love that you are reading labels... I want to acknowledge you for how healthy you feed your kids already , etc

Ex “ I thought of you because... Since we last spoke, I have had you on my mind... When I was on a webinar last week, I kept thinking about you ... “

“I’ve been thinking about asking you about something...”

“I was wondering if you might want to take a look at ...” katie

Ask.. Don't Tell. Listen... Don't Pitch



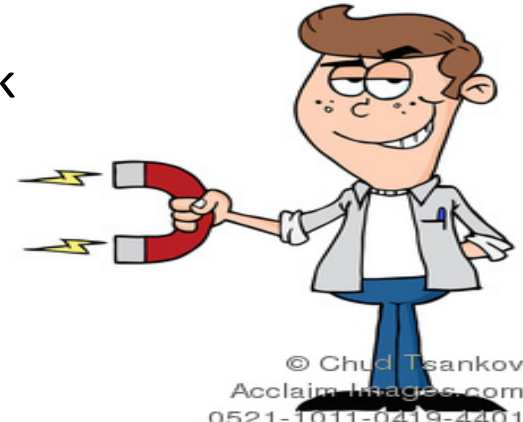
In our conversations, we want to avoid “pitching” information to someone.

When we do all the talking, or when we start right in with what we want to tell them, our prospect tends to erect a wall of “sales resistance” to what we are “pitching.”

They PUSH BACK against the information.

Our goal is to create an environment in which they seek to PULL the INFORMATION toward them .

And that we achieve by allowing them to tell us what they want and what's important to them... lisa



So.. By making our
conversations meaningful
we can better connect to
others... and THAT is the
beginning of
relationships
lisa

We are in a
relationship
business...

Without relationships,
we have no business.

So the more we learn about people.. the better we become at
building relationships .. and building strong businesses



Understanding the 4 Personality Styles

Each of us is a combination of personality styles, but we each have a dominant style. It is important to appreciate who we are and the contribution our style makes to the good of the organization.

And to understand and appreciate the personality styles that are different from our own and how they will contribute to the strength of our business teams. . Otherwise.. They can be irritating !

To be loved and accepted is the basic need of all human beings . katie

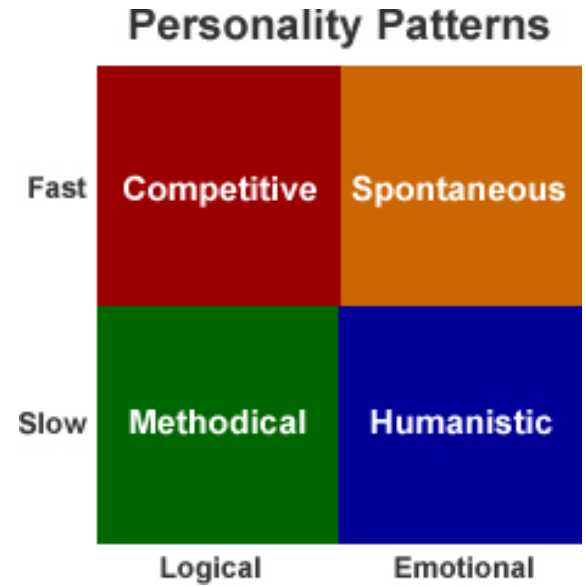
Four Personality Styles

Each personality style is important for the good of the team...the organization... the neighborhood... the community .

No one style is better than the other styles

To develop a healthy growing business team, a leader will want to appreciate each style and play to their strengths. katie

All 4 personality styles are successful in developing Shaklee businesses



Drivers



Dominance
Bottom Line
Outspoken
&
Confident

FAST
PACED

Expressives



Influence
Talkative
Humorous
&
Enthusiastic

PEOPLE
ORIENTED

TASK
ORIENTED

www.sg5education.com

Conscientiousness
Cautious
Analytical
&
Detail-Oriented



Analyticals

MODERATE
PACED

Steadiness
Friendly
Helpful
&
Patient



Amiables

lisa

Drivers – Power Achievers



Drivers are dominant.

They're what folks would call Type A personalities.

They like to get immediate results, make quick decisions and love to manage trouble and solve problems.

They're decisive and competitive...natural born leaders.

The people who move us forward. ex – Roger Barnett –” Figure it out as we go “

DRIVER ALERT

- Tendency to be too self-reliant, the ones who hate group projects in the classroom (can you see how that could negatively impact your team?!),
- They can be so blunt that they're hurtful to others.

katie

Greatest Need – To Be First

Driver –Power Achiever

BASIC MOTIVATION

Challenges

Choices

Control

Get out of my way!

Occupations: attorneys, airline pilots, CEO's, politicians

Bull in a China Shop...Their way or the highway...

Make a decision quickly and confidently

Always right..Not very compassionate.. In command.. Competitive ...

Attracted to Fast Track

VOICE -- forceful with volume

DRESS: Dress for success

STRENGTHS: focused ...goal oriented ...intense

WEAKNESSES --" Ego, Short temper, impatient, dominating, unteachable.

KEY WORDS: Money, power, control, to the point

DISLIKES: Indecision, chit-chat, losing control.

katie

Expressives – Influence



- Expressives are people of influence.
- They're the ones who everyone gravitates toward, the life of the party.
- They're your players who fire up the team .
- They are quick to welcome new people and make them feel at home.
- Expressives will want to remember that life isn't all play and no work ...that they've got to get down to business at some point.

lisa

Greatest Need – To Be Liked

Expressive - Influential

Fun, Fun, Fun

Occupations: Sales, Entertainers, Public Speakers

- Tend to be BIG THINKERS!
- Love to tell stories to get point across
- Will assemble the team and be a leader
- Often talks with hands..risk taker

VOICE: loud and fast

DRESS: stylish, flamboyant, colorful

STRENGTHS: promoters, convincing, high energy, enthusiastic

WEAKNESSES: talk too much, poor follow-up, unorganized, tend to exaggerate

KEY WORDS: fun, excitement, freedom, lifestyle, trips

DISLIKES: Not having fun, facts & figures, boredom

lisa

BASIC MOTIVATION:

- Recognition
- Approval
- Popularity

Analytics -- Conscientious

- Conscientious workers.
- They'll drill all day long and never feel as if they've gotten it down...
- They're perfectionists.
- Great at detail and analysis.
- Their downside is that they ask so many questions that they may drive their coach to drink!
- And they have such high standards for themselves and their teammates that they may be destined to fail.



katie

Greatest Need– To Be Right

Analytical – Owl - Conscientious

Let's get the facts and figures

Occupations: accountants ,engineers, research

- Skeptical/always asking questions/Always need more information. No round numbers
- Be specific! Organized and neat

VOICE: soft and polite

DRESS: Formal and conservative

STRENGTHS: Organized, planners, accurate, persistent
follow through

WEAKNESSES: Overly-analytical, hard to please,
depressed, lonely.

KEY WORDS: Why? Graphs, charts research, exactly

DISLIKES: Pushy people, no facts, being late, lazy people

BASIC MOTIVATION

- Quality answers
- Excellence
- Value

katie

Amiables – Steady, Reliable



- **Amiables** are stable, sensitive, supportive
- They're quiet, but very loyal and love being a part of a team...they stay on your team even though they may not have goals for high ranks.
- They are skilled at calming an explosive situation while others are freaking out.
- S's need to learn to assert themselves in group situations so that their teammates don't overlook their contributions.
- Amiables as well as Analyticals can be over-thinkers. So they will want to balance time for thinking and time for acting. - lisa

Greatest Need – To Be Safe

AMIABLE-Golden Retriever

We need to get along. Let's be friends.

- Occupations: Teachers, Nurses Counselors
- Givers: donate their time for benefit of others
- Like to help:
- Indecisive/followers/often feel guilty
- Not money motivated.

VOICE: soft and gentle

DRESS: casual and comfortable

STRENGTHS: dependable, team player, patient, supportive, nurturing

WEAKNESSES: content with the status quo

KEY WORDS: team, together, family, relationships

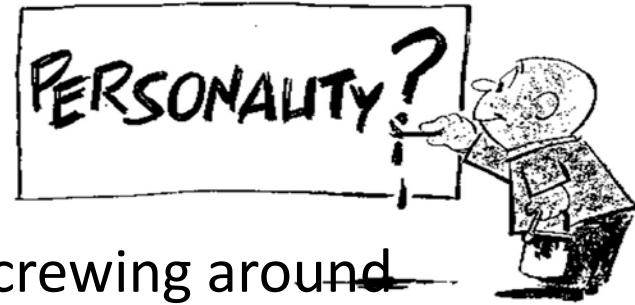
DISLIKES: Pushy people, bullies, conflicts

BASIC MOTIVATION:

- Security
- Appreciation
- Assurance

lisa

Practical Application



Drivers are going to think Expressives are screwing around too much and that Steady Amiables need to toughen up.

Expressives will constantly get meetings off-track with their incessant talking & side conversations.

Amiables will occasionally get their feelings hurt by the too-blunt Drivers and the hard-to-read Conscientious Analyticals .

Analyticals) changes of any kind will be problematic and spur of the moment conference calls will be uncomfortable. katie

How To Work With Drivers

Drivers, always right, very focused, leaders, goals.

Can be intimidating and demanding .

They are successful when they understand how to navigate in a world populated by mostly Amiables and Analyticals

Logical. Not a lot of conversation. Brief and specific.

They like being leaders. Very decisive.

lisa

If they are not ready at this time, honor that. Try to get them on products and check back with them later. Will do it on their own terms. They don't do it to help you. Don't argue emotionally. Probably not a close relationship. Don't take anything personally. No constant interaction. Drivers set high personal goals. Others will not meet their standards.

Working with Expressives

- Fun loving, outgoing. Playful teasers. Talk about incentives.
- They NEED reassurance of acceptance. ..love hugs and physical contact. Allow them to express themselves.
- DO NOT get too serious in criticism or discipline.
- Don't demand perfection.
- "Close enough is good enough." They don't dwell on problems. Eternal optimists. Give them some guidelines. Busy-ness is not necessarily the same as purposeful action. Set specific goals.
- Prioritize and do activities in order of importance. Do what is necessary, not just fun. Take on responsibility for necessary actions. katie

Working With Amiables (Steady & Stable)

Be gentle, take time. Listen. Let them talk.

First Step Training, Plan of Action, Step1, Step 2, Step 3.

Be sensitive to their feelings.

Analyticals want a lot of info. .. but not Amiables.

Wants to be a part of a mission. Leadership may be uncomfortable...
work WITH them to build in depth katie

New thinking that could be helpful -- Help them see that creating goals, making list, inviting does not have to be scary. Amiables REALLY don't like rejection. Don't push too far out of their comfort zones . Let them inch out ... to take a little risk. Easier for them to invite to conference calls/ webinars than to conduct their own meetings. They will avoid conflict at all costs.

Working With Analyticals

Be sensitive and soft spoken. Speak at their pace.

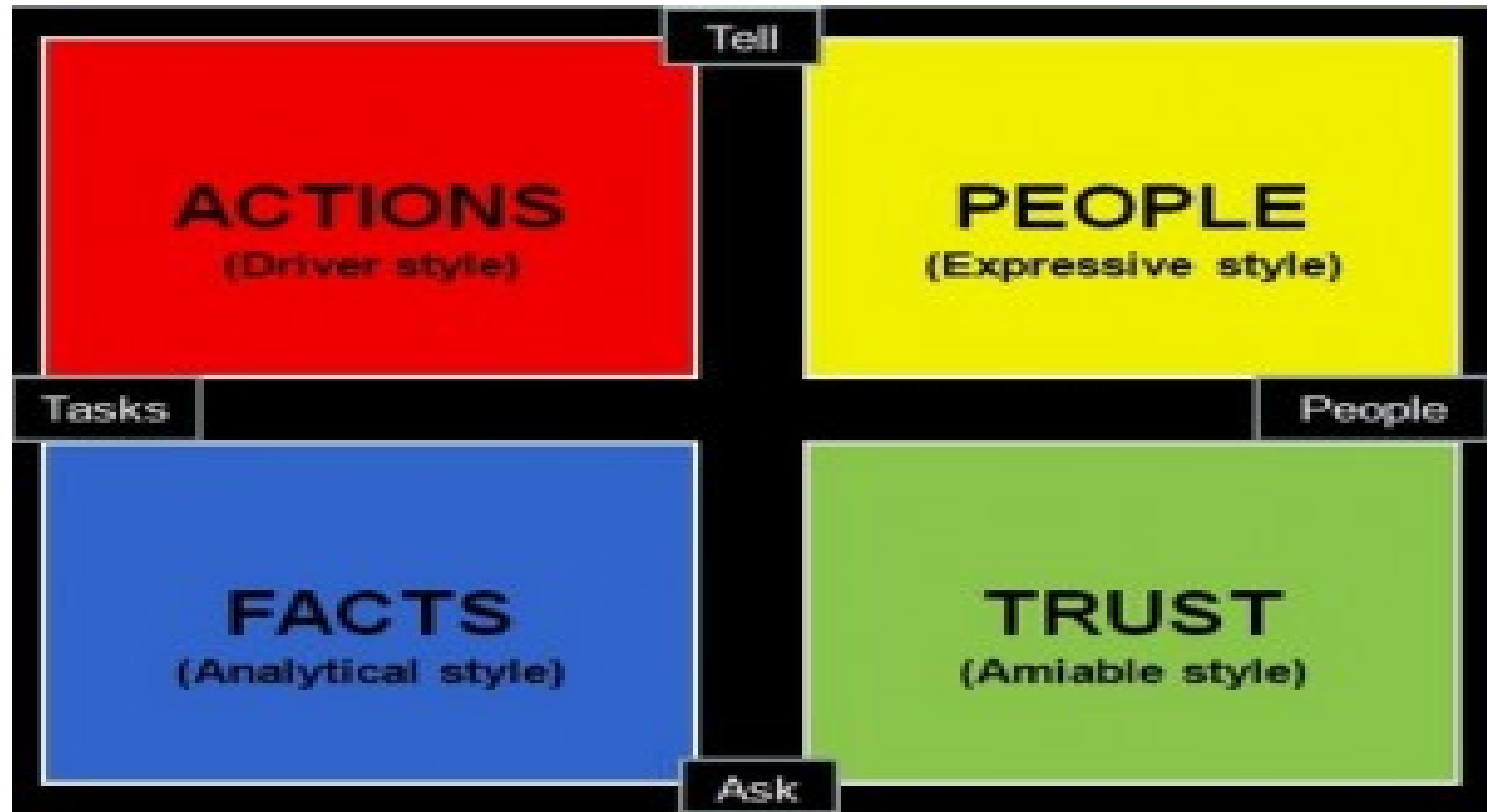
lisa

Be sincere and genuine. Limit risk level.

Most have regular jobs. Need security. Present Shaklee as a vehicle for more security for health And finances and offer lots of information to validate. Value accuracy. Tend to blame themselves when things go wrong and are not very verbal.

Appreciate them. Allow them time to collect their thoughts. Must think it through. Don't like change. Help them understand that everything doesn't have to be perfect. And they can't wait until they know everything to get into action . We learn as we go. We also learn we can't control other people.

Analyticals ask lots of questions.



lisa

Action Steps Session 6

- Next week we will discuss assembling our business teams .
- In preparation, review your list of people you would like to speak to .. And write out your “tell me about” questions for each.
- Consider the personality style of each of your prospective business partners ... and the best approach for each..

ex – Analyticals will want a lot of information.

Expressives will want to hear the stories and meet the other team members

Drivers will want to move fast and make decisions quickly.

And Amiables will want to take their time. lisa

Shaklee Links and Resources To Send To Help People Learn More About Shaklee

So, what exactly is the Shaklee Opportunity? Who is Shaklee? Watch this video:

<http://content.shaklee.com/shaklee/flash/show.php?video=opportunity>

So how does it work?

<http://images.shaklee.com/video/show.php?video=HowShakleeWorks>

And another great benefit of a business like this is that you get to work with people you like...really like 😊 Katie is one of those people:

3-way call with your upline or a Shaklee colleague to hear their story

Here's another example of the possibilities with fast track:

Fast Track/Oates: barb

http://images.shaklee.com/video/show.php?video=Lifestyles_Oates

An interview with our CEO:

<http://content.shaklee.com/shaklee/flash/show.php?video=RogerInterview>



Cleveland, Ohio – August 12-16th 2015



Be part
of the effect[™]

TUT Messages From the Universe...

Ever stop and realize that it's impossible to feel unconditional love for any single person, until you can feel it for every single person?

After all, what differentiates them, except conditions?

You so can do this,
The Universe

PS. Love them all, Friend