

Monday Wellness Webinars

October 12 – David Colby, PhD Medicinal Chemistry, Professor
(BE SURE TO LISTEN IN ARCHIVE)

October 19 -- Shaklee Supplements – Key to Long Term Health Bob
Ferguson, Senior Master Coordinator

October 26 -- The Power of the Profession .. for Speech Pathologists Becky
Choate

Nov 2 – Presidential Master Gary Burke on Benefits of Home Businesses

Nov 9 – Nutritional Connections to Headaches

Nov 16 – The Epidemic of Irritable Bowel Disorders

Nov 23 – Feeding Our Families for Good Health and Academic Excellence

Dec 7 -- Gary Burke, Presidential Master and master teacher, will review
the key benefits of a Shaklee Home business that have helped him and his
wife, Faye, generate a \$400,000 income .. and the story of what he has
learned along the way

Free Membership Options

1. **Life Strip** (114PV)
2. **Vitalizer** (55PV)
3. **Life Plan** (Life Shake & Life Strip) (166PV)
4. **Vitalizing Plan** (Life Shake a & Vitalizer) (111PV)
5. **Rx for a Healthier Life with Life Strip** (Nutriferon, Shake, Strip) (172PV)
6. **Rx for a Healthier Life with Vitalizer** (Nutriferon, Shake, strip) (168PV)
7. **Shaklee Life Shake Family Pack** (2 30- svg bags) (111PV)
8. **Shaklee 180 Turnaround kit** (172PV)
9. **Essentials Plan** (Vita Lea 60, (55PV)
10. **Get Clean Kit** (50PV)
11. **Nutrition Therapy Skincare Kit** (141PV)
12. **Any 100 PV order**
13. **All Gold Business Paks**

6 Free Shipping Deals .. Good until Nov 20

Life Plan (Shaklee Life Strip and 2 canisters Shake) \$244.25 soy
\$266.75 non-soy

Vitalizing Plan (Vitalizer and 2 canisters of Shake) \$ 159.95 soy
\$183.65 non-soy

Essentials Plan (Vita Lea 60 tabs, Omega 90 cap, Life Shake
canister) \$69.45 to \$76.45

Rx for Healthier Life -- all versions (from \$244.05 to \$261.61)

Shaklee Life Shake Family Pack (2 bags of Life Shake)
\$159.95 soy or \$204.95 non-soy(save additional \$11 by ordering on
autoship)

Shaklee 180 TurnAround Kit \$ 269.95 soy or \$305.50 non-soy

Tip – To save our members even more – add cleaning and
laundry products to the Free shipping order



Free Shipping AND Free Membership Options

Life Plan(166PV) Vitalizing Plan(111PV) Essentials Plan (55PV)



**Rx for a Healthier Life
with Life Strip (172PV)**



Family Shake Pack (111PV)

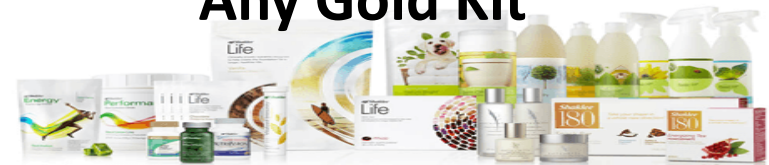
**Rx for a Healthier Life with
Vitalizer (168PV)**



Turnaround Kit (172 PV)



Any Gold Kit



\$10 Deals—

With the Purchase of these 3 Collections (all can be customized with flavor of shake and Vitalizer options)

Deal # 1

- **Life Plan #89383**
(Life Shake (30 day supply) and Life Strip)
- **Rx for Healthier Life with Life Strip #89401**
(Nutriferon, Life Strip and Life Shake)
- **Rx for Healthier Life with Vitalizer # 89070**
(Nutriferon, Life Shake, Vivix Liquid and Vitalizer)
- **Kosher #89080**
(shake, Vivix, V Lea, Nutriferon, Osteo Matric and B Complex)

You receive a coupon which can be used to purchase any product priced at \$100 or less .. For Just \$10 DOLLARS !!!

Deal #2

- **Shaklee Life Strip 21293 or 21294 (iron)**
- **When you purchase Vivix and Vitalizer use special item code # 89090**

You receive a coupon for any flavor Shaklee Life Shake for only \$10 DOLLARS !!!

Handling Questions Regarding Competition

When a customer is using a competitive product produced by a Network Marketing Company ...

Here are a few polite questions we can ask without attacking the competitive product ... (and insulting the customer who made the decision to buy it)

- 🌱 *I want to acknowledge you for looking to vitamins and food supplements and natural approaches to getting healthy.*
- 🌱 *Are you using those products to support a friend?*
- 🌱 *How much do you know about that company?*
- 🌱 *I don't know anything about that company ... But I can tell you why I recommend this particular Shaklee product ...*
- 🌱 Select a few concepts from Dr David Colby (see BetterHealthin31Days.com) on how to evaluate a quality supplement... nice to use a 3rd party reference.

New IMN Monthly newsletter service

- Shaklee specific news, including follow-up tools to use with your customers.
- A professional email newsletter that can be used to connect with customers and other contacts to increase engagement and help build your business.
- Content developed by top Shaklee Leaders in conjunction with this third-party service provider, and reviewed in advance by Shaklee, you can be sure your monthly newsletter is Shaklee-specific and compliant.
- Each *Healthier You* Newsletter will be sent personalized with your photo, Personal Web Site link and contact information.
- It includes analytics and follow-up tools that not only let you know who opened and clicked on content in the newsletter, but what they clicked on, and a suggested “script” for follow-up to determine their interest.
- And, it comes with a free one-month trial. After that, it’s only \$8.95 a month.

jo

100 DAYS TO AMAZING FALL BUSINESS TRAINING 2015

Session #10 Customer Incentives and Rewards

Master Coordinators
Jo Coogan & Barb Lagoni



Senior Executive
Coordinator
Katie Odom



Executive
Coordinator
Ashley McDonald



Senior Executive
Coordinator
Lisa Anderson



October Strategies for *AMAZING* Growth

**** Qualify for Chairman's Retreat

🌱 By now you have either attended Cleveland Conference or registered for the Orlando 2016 Conference

🌱 And became a Director by September

katie

🌱 **Next – Generate 10,000 Personal PV PLUS PV from any new Directors appointed between August and December 2015**

Need a plan—

To create 2000 ADDITIONAL PV a month for 5 months

- Develop 1 New Director = 2000 PV/month
- Develop 2 New Associates (1000 each) = 2000 PV/month
- Develop 1000 new PV among current customers
- Develop 1000 new PV with new customers

 Shaklee

 Live
2015

Objectives for Session # 10 – Offering Incentives and Rewards to Customers

- As we expand our businesses, we have 2 goals:
 1. to increase our Personal Group PV and thus increase our incomes (Directors are paid 20% of their group PV plus the Member Price/ Director Price differential)
 2. to assemble our business team and develop business leaders and Directors
- So today we will review a variety of incentives and rewards our Shaklee leaders have created to
 - to increase product usage among current customers
 - to obtain referrals
 - to identify potential business partners

lisa

Basic Principle Behind Incentives is to Reward the Behavior You Want

If you want larger orders

Identify customers who purchase less than 100 PV and offer...

- 🌱 Receive a free product (ex. Vita D) this month for placing a 100 PV order.
- 🌱 Frequent Buyer Certificates – Receive a certificate every time you place an order for 100 PV or more.... Accumulate 12 certificates and receive \$100 retail price off your next order.

If you want customers to learn about products that are new to them ... offer free product rewards for products you'd like them to experience and love as much as you do . katie

Use Shaklee promotions when possible

Product Reward Suggestions for CUSTOMERS

For Listening to a Webinar or Health Chat Conference Call – Offer free products under \$10

- Scour Off
 - Basic H or Germ Off Wipes
 - Vita D 3
 - Herbal Blend Multi-Purpose Cream
 - Dish Wash Powder or Liquid
 - Fragrance-Free Dryer Sheets
 - Enfuselle Eye Make UP Remover
- katie

For Referring a New Member, Hosting an In-Home or FaceBook Event or Health Chat Conference Call around \$20

- Energy Chews
- Defend and Resist Echinacea Complex
- B Complex 120
- Vita C
- Optiflora Capsules
- Immunity Formula I
- Enfuselle Sunscreen
- Enfuselle Shower Gel
- Enfuselle Refining Polisher

Ideas to Increase Product Usage

- 🌱 **“Customer Appreciation” FaceBook Page** where I post weekly Health Highlights sometimes doing a corresponding deal if they add this product to their next order by _____ date.
- 🌱 **Free health consultations** to determine what Shaklee products would be useful for them. After the call, I send them an email with “Good,” “Better,” & “Best” options including a handful of products to possibly add in the future & why.
- 🌱 **New Member Appointments** are a newly integrated technique as well. (see Session #9 100 Days to Amazing)
- 🌱 Offer free shipping for attending a Health chats.

Monthly Product Spot

On our Shaklee Family FB group page we spotlight a product (i.e. Vitalized Immunity, D&R, Performance) and then offer that product free to any member that shares Shaklee with someone that sponsors with a 50 pv order.

Newsletter social media promo-

Any member that shares my new monthly Healthier You newsletter on social media will receive a \$5 rebate on their next order

FB testimony share- any member that shares a health testimony or tip on our member fb group or their wn personal FB page will get \$10 shipping rebate

FB Event promo- attendees at the fb event that makes the most comments/questions will get to pick from a few products with Gift Fulfillment.. Anyone placing an order within the next 24 hours following the event, will receive ... a free product from a list, free shipping, etc.

Health Information Newsletters Offering \$ Off

- Mail information sheet on a health topic of the month (allergies in Fall and Spring, Cold and Flu Prevention in Winter, Spring cleaning Get Clean Products, etc)
- Write a description on products you want to highlight for that health issue .. Offering \$1 or \$2 OFF for ordering that product by a given date (could be 60 days out)
- Review email notifications from Shaklee when customers order online and mail them CASH with a price sheet and a different health information sheet for the following month.
- jo

Happy April Shaklee Members!!

🌿 It is April and I would like to shower you with a great offer!

I am sending you links to 5 brief Shaklee videos.

- Listen to all 5 videos.
- Fill out the attached evaluation form
- Email, or mail it to me.

And then I will send you a check for \$10 after you place your next order...(or after your next autoship order for those of you who are taking advantage of the autoship discounts).

lisa

Videos from Shaklee.TV

Video #1. ["The Shaklee Difference"](#) -

In a world of hundreds of supplements... and hundreds of claims in a vitamin industry that is poorly regulated and has lots of hype listen to this video to understand why people know Shaklee is the company they can trust.

Video #2. ["Dr. Bruce Daggy, Shaklee Chief Science Officer"](#)

Listen to this video to meet Dr Bruce Daggy, PhD Cornell University, and you will understand why Shaklee quality is in good hands

Dr. Daggy says. " When we say our products are based on science, we mean our products **are based on solid proven science.**

We **obsess** over the quality of our products."

Video #3. ["Why Supplement?"](#)

Poor nutritional habits are becoming a national epidemic. But you are in control. Countless studies show nutritional supplementation can positively affect your health. Watch this video to learn WHY we all need to supplement our diets.

Video #4. ["Healthy Nutrition"](#) from OneChangeCounts.com

The number 1 natural nutrition company offers--naturally--the world's best nutritional supplements.

Watch this video to learn how you can get started with Shaklee nutrition. (Feel the difference in 30 days or your money back.)

Video #5. ["Get Clean Water"](#) From OneChangeCounts.com

Certified to remove up to 99% of lead--compare that to the competition! Listen to learn why Shaklee's Get Clean Water pitcher has the **best** pitcher filter system!

Lisa

Happy Summer Shaklee Family!!

I am so excited to share 2 of Shaklee's new amazing products!!

MindWorks-Think Fast. Stay Sharp-Immediately enhances mental sharpens & focus, and also protects against age-related mental decline. Exclusive from Shaklee. Patent Pending #22066 What's the science behind Shaklee MindWorks?

Vitalized Immunity-A yummy, fizzy drink-One tablet is as much vitamin-C as 16 oranges+ propriety blend of 19 vitamins, minerals and herbs. Sweetened with Monk Fruit. Provides the nutritional support your immune system needs to stay strong. #22073 Learn more about Vitalized Immunity. We know that you are just going to love them! Please see the attachment as well as the video links

**For ordering these great products, we are offering a \$5 rebate for each new product that is ordered through the month of August!
(one rebate per new product)**

AND....Wait there's morewe will rebate your shipping (up to \$10) for any order over \$100!!!

lisa



December Customer Appreciation Ideas

- December Member Appreciation Promotion- 15% off any order (100pv or more) placed in the month of December (I have also done a Christmas in July promo like this)
(rebate check? Or free shipping during first 2 weeks Dec 15)
- Offer free shipping on orders placed in first 2 weeks
- Offer Black Friday and Cyber Monday deals and create whatever dates you choose.

lisa

IT'S AN END OF THE MONTH SALE!!!!

Anyone placing an order of 50 pv or higher between now and October 31st will be entered into a drawing for any product(s) of their choice up to \$25 member price!

You will be entered into the drawing for every 50 pv ordered!

That's right order 100pv get entered twice, 150 pv get entered three times etc.... (please call me if you need help placing your order (303)[427-7581](tel:3034277581))

There will be a total of two \$25 gift certificates awarded in this drawing so get entered today and you could be a winner!!

I will be contacting the winners on November 1st to congratulate them.

Good Luck!

Lisa

Incentives for Referring Friends

- Referral incentives (\$10/member that orders 100PV or more). I also do occasionally product deals for referrals
- Invite a customer to take a Product Guide to a family event and tell them you are placing an order soon and could you order something for them
- When customers are on tight budgets, offer free products and / or free shipping when they host an event ...
 - an in-home event
 - a Face Book event
 - a Health Chats Conference Call on topic of interest to their friends

Ashley/ katie

Incentives for Learning About Home Businesses

- 🌱 Incentive to get on Monday night for the Opportunity presentation or any of our favorite archived presentations
– varies between certain products.
- 🌱 ***I offer many incentives on my personal FB page for new & current members and post frequently about the opportunity which has led to many conversations.
- 🌱 Learn and Earn can include a session on home businesses
- 🌱 Send a link to a Shaklee Effect video story to a customer and offer a free product or free shipping or money off next order for taking the time to glance at the video and see who comes to mind who may want to know more about home businesses .
- 🌱 Treat you to a free coffee to meet with me to learn about home businesses

ashley/ katie



FaceBook Incentives and Rewards

- Post a photo that depicts the good results you have received from using Shaklee products on your Face Book page, and receive free products when people who respond and you refer to me .

Learn and Earn Health Education Program

onechangecounts.com - customers watch 3 videos, fill out the corresponding Evaluation Form & email it to me. This gets them \$25 CASH.

ashley

Learn and Earn Program

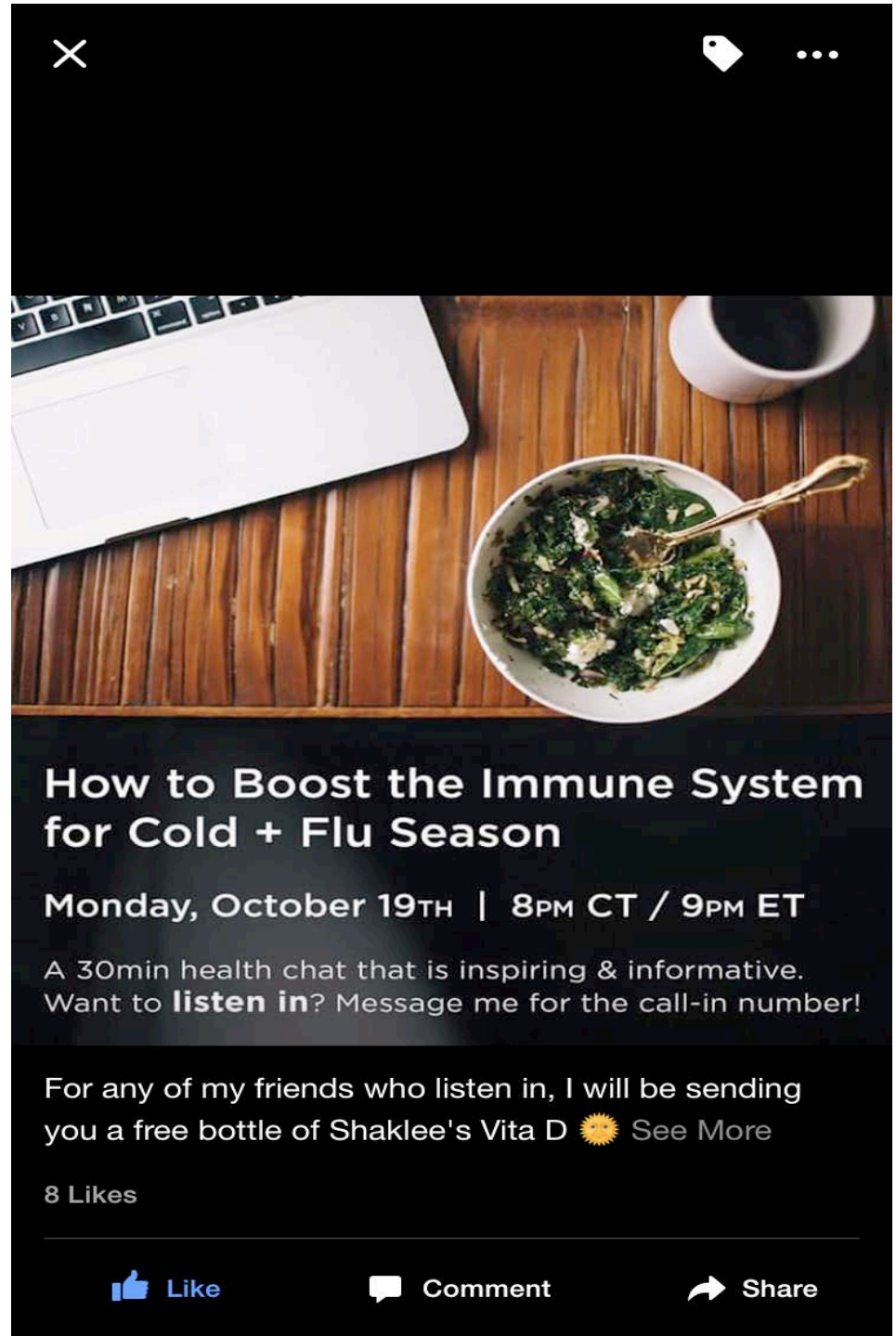
A top-down view of various natural health products arranged on a white surface. The items include a piece of dried, reddish-brown bark or root on a small white plate; a small glass bowl filled with yellow, bead-like capsules; a small glass dish containing a bright orange liquid; a whole cinnamon stick; a small white mortar and pestle containing a vibrant green powder; a small white dish with an orange powder; a piece of ginger root; a slice of grapefruit and a slice of orange; and several small sprigs of green herbs with yellow flowers. The text is overlaid in a large, black, sans-serif font, centered over the image.

Childrens health
Allergies/asthma
Immune system
Anxiety/depression
Autoimmune
Weight management
Energy
Digestion

katie

Inviting a Customer
to Host a Meeting or
a Health Chat to
Receive Free
Products

katie



A screenshot of a Facebook post. At the top, there's a dark header with a close button (X), a tag icon, and a menu icon (three dots). Below this is a photo of a wooden table with a laptop, a cup of coffee, and a bowl of green salad. The post text is on a dark background. It starts with a title, followed by the date and time, a description of the chat, a promotional offer, and ends with engagement metrics and interaction buttons.

✕

🏷️ ⋮

How to Boost the Immune System
for Cold + Flu Season

Monday, October 19TH | 8PM CT / 9PM ET

A 30min health chat that is inspiring & informative.
Want to **listen in**? Message me for the call-in number!

For any of my friends who listen in, I will be sending
you a free bottle of Shaklee's Vita D 🌞 [See More](#)

8 Likes

👍 Like 💬 Comment ➦ Share



Michelle Parrott ▶ Parrott Wellness

6 hrs · 📍

SALE THROUGH NOVEMBER 14TH

Sale is only valid for retail & member purchases, not valid for distributor orders. Each kit receives a FREE membership (a \$19.95 savings plus an extra 15% off all your future purchases!) Please contact me before placing your order so you can get your FREE gift with purchase!

katie

Buy a Life Kit
Get this ->  FREE



Buy an Enfuselle Kit
Get this ->  FREE



Buy a GetClean Kit
Get this ->  FREE



Buy a Turnaround Kit
Get this ->  FREE



WWW.PARROTTWELLNESS.COM

6 Likes

Technical Difficulties

Our air conditioner failed during the recording and my computer overheated and rebooted before I realized the air conditioner wasn't working.

The recording ended here and this is all that I could recover.

The following two slides were missed in the recording.

Action Steps for Session #10

Customer Incentives and Rewards

- Take a look at your business and determine what you want next
 - ☐ If you want more PV ... then choose a strategy and incentive to help you develop new customers and educate the current ones to use more product.
 - ☐ If you are ready to develop leaders, then choose strategies and incentives to help you meet new people with whom you can share all aspects of Shaklee... products and business
 - Refer to Last week's Session 9 on the Role of the Leader in Servicing Customers for specific materials to conduct New Member Appointments and Member Updates .. A great strategy to achieve both objectives of increasing PV and identifying potential business partners.
- katie

Coming Up

November 2015 Training Topics

- 🌿 Session 11 – Business Opportunity with Katie Odom and Stephanie Bruce .. And How to Respond When Asked What We Do. Nov 5
- 🌿 Session 12 – The Art of Closing and Next Steps 11-12
- 🌿 Session 13 – There's Plenty of Time... Really! 11-19
- Nov 26 – Happy Thanksgiving .. No Webinar
- Final Session 14 – Margaret Trost Dec 3