

Monday Wellness Webinars

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

Dec 14 – Staying Healthy for the Holidays with a Natural Medicine Cabinet

Break

January 4th, 2016 – Gary Burke on the benefits of a Shaklee Home Business.

becky



Give the Gift of Health with Shaklee--2015

Combine a gift of health with another gift to match!
That way you'll give someone you love a health boost that keeps on giving.

TO SLIP IN WITH A CARD

- *Shaklee 180 Pomegranate Tea Stick(s) with a Girardelli Chocolate Square with a little note to “enjoy this gift of energy” and to “remember to enjoy all antioxidants all year long.”
- *Energy Chew(s) with a little note to “enjoy the energizing treat of Olympians.”

FOR GUYS

- *Performance Sports Drink (Orange or Lemon-Lime), 180 Snack Bars, and Joint & Muscle Pain Cream along with a sports bottle, football, soccer ball, a signed ball or signed photograph.
- *Shaklee 180 Meal-in-a-Bar with brochures for hiking trails, bike routes, fishing holes, etc.



becky

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2015

More Gift Ideas



FOR GALS

- *ENFUSELLE Anti-Aging Skin Care collection with a lighted makeup mirror.
- *ENFUSELLE Infusing Mineral Masque and Skin Polisher with a silky robe, one in each pocket.

FOR YOUNG PARENTS AND KIDS

- *Basic-H2 Organic Super Cleaning Wipes and Germ Off Wipes with some fun tub toys, or a set of baby clothes, blanket, etc. (Include info why these products are safer for baby and the whole family.)
- *MIGHTY SMART “Smart Candy” with books and fun pens for a grade schooler.
- *Vita-Lea, Meal Shakes and a SHAKLEE Shaker with a fun wake-up alarm clock.

A COLDS & FLU PACKAGE (about \$239) Alfalfa, Defend & Resist, Extra Vita-Lea without Iron, Garlic, GERM OFF Wipes, Liqui-Lea, Optiflora Pro-biotic, Performance Lemon Lime, Performance Orange, Vita-C Chewable, Vita-C Tablet, Vitamin D3, Zinc.

becky

So...I walked into the bank and did this yesterday! WooHoo!!!!
Mortgage paid off check. Crystal Johnson

Department, Mail Stop NC4-105-01-40
Bedmont Pkwy
boro, NC 27410-8110

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OHNSON
DENHAM DR
GA 30041


02973 #@01 SP 0.416

PAYOFF STATEMENT

**Good Through Date and/or
Proposed Closing Date
November 16, 2015**

Statement Date
October 27, 2015

Bank of America, N.A.
Loan No.: 8711

Bank of America 

**Customer
Receipt**

All items are credited subject to verification, collection, and conditions of the Rules and Regulations by law. Payments are accepted when credit is applied to outstanding balances and not upon issuance after the Bank's posted cut-off time or Saturday, Sunday, and Bank Holidays, are dated and considered.

Please retain this receipt until you receive your account statement.

Thank you for banking with Bank of America.
Save time with fast, reliable deposits, withdrawals, transfers and more at thousands of convenient ATM locations.

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Look forward to a strong close to December and a running start on January

- Sponsor FREE with 100 PV extended to December 31st, 2015
- Set up your January 9th Kick-Off meeting. Register it with Shaklee to receive a suggested agenda, video, etc. Get ready for the next 100 Days to Amazing.
- Start now to think about your goals for those 100 days.
- Get a plan in place to hit the ground running January 1st, 2016.
- Chairman's Retreat Accelerator is in affect until end of December—sponsor 5 new distributors with 100 PV order or Gold Paks.

How you end 2015 is how you'll begin 2016!!

lisa



100 Days To Amazing

Fall Business Training 2015

Perseverance – with Key Coordinator Margaret Trost Thursday Dec 3, 2015 Session #14



Senior
Coordinator
Becky Choate

Senior Executive
Coordinator
Lisa Anderson

Master Coordinators
Jo Coogan & Barb Lagoni



Look What We Accomplished Worldwide since our Global Conference in Cleveland!!

Roger told us in Cleveland that everyone can do something amazing in 100 days...And so...

- 60,000 joined the Shaklee family
- 5881 rank advancements
- \$91 million paid out in bonuses

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There are short-term goals (100 days) ...
And long-term goals...

Goals we were sure we would have reached by now...
but we haven't.

And goals we haven't even dreamed yet ...

All goals require...

1. The recognition that we are capable of far more than we ever realized
2. And developing the ability to ...



Persevere !

barb

Perseverance

Preparation for the next 100 Days ...
and then the next 100 Days ...
and the next, and the next ...



Look at a stone cutter hammering away at his rock, perhaps a hundred times without as much as a crack showing in it. Yet at the hundred-and-first blow it will split in two, and I know it was not the last blow that did it, but all that had gone before.

~Jacob A. Riis, photographer

Definition of Perseverance –

--steadfastness in doing something
(despite difficulty or delay in achieving success)

Synonyms – tenacity, determination, staying power

Miraculous things can happen to those who persist in showing up.

- 🌱 This business wants to be made .. And it wants to be made through you.
- 🌱 The time it will take to reach your goals is unknowable—Persist anyway.
- 🌱 There will be obstacles. They are your teachers.



Tips on Perseverance and Reaching Goals

1) Trust the Process

- Consistently do the activities we know build a business - Approach, invite, present, follow up, train, approach, invite, present, follow up, train ... approach, invite, present, follow up, train ... approach, invite, present, follow up, train...
- Month in and month out, for 100 days and then another 100 days and then another 100 days

It's a simple and generous rule of life that whatever you practice, you will improve at. ~ Elizabeth Gilbert, writer

The most effective way to do it ... is to do it.

~Amelia Earhart, aviator

2) Courageously work on personal growth



- Become aware of and self-examine your inner world
- Learn how to manage fears and disappointments so they don't derail your efforts
- Bless the bumps, they are our greatest teachers

What you think ... You look

What you think .. You do..

What you think You are. Dr Forrest Shaklee

 Shaklee

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Fear Patterns – “Know Thyself”

Identify fear thought patterns so that when they surface, you can move through them without believing them, shutting down, or giving up.

“Oh, this is the part of my fear pattern where I tell myself this will never work, I’ll never reach my goal, and I’m not good enough.”

Or

“Oh, this is the part of my fear pattern where I tell myself I don’t know enough and need to get a nutrition degree or MBA.”

Or

“Oh, this is the part of my fear pattern when somebody says ‘yes’ & I panic because I’m not sure what to do next.”

or

“Oh, this is the part of my fear pattern when after a business partner quits, I tell myself that I’m a terrible leader and I’ll never reach my goal and will never approach anyone ever again...”

When fear visits...



- Notice the pattern, become a witness of the fear
- Remember its an emotional response and it can blow through like weather
- Take a breath, don't feed it
- Consider talking to it
- From "Big Magic" by Elizabeth Gilbert, writer:
"It seems to me that the less I fight my fear, the less it fights back. If I can relax, fear relaxes, too..." P. 25
- Take action in the direction of your goal

See Session 6: Our Business Grows as We Grow-- Summer 2015
for more on fear

Life is not about how fast you run or how high you climb, but how well you bounce. ~Vivian Komori

🌱 Learning how to bounce back from disappointments and frustrations is part of the process of setting a goal, stepping out of your comfort zone, and going for it.

🌱 Know there will be challenges and lessons along the way.

🌱 This is the process of growing, of creating, of life.



If people knew how hard I worked to achieve my mastery, it wouldn't seem so wonderful after all.

~Michelangelo

When disappointment visits...

- Acknowledge your disappointment
- Call a friend, your upline, a mentor, a coach
- Take a break – fresh air, breathe
- Do something you love – paint, play, cook, sing
- Write down/remember what is working – Gratitude
- Skill up – determine what you want to get better at
- Create a new plan, move on, persevere.



I frequently-regularly-often trip while reaching for my high ideals. Then I giggle, or cry, and get back up.

~Erika Harris, writer

3) Bless the bumps.

They are often our greatest teachers



- Often when things “go wrong” is when we stretch and grow the most. We identify where we need to skill up . It’s when we open ourselves to new options ... new ways to do things.
It’s when we discover the leader within.
- Develop curiosity so you can look at the challenges differently. Shift from “This is a disaster” to “This is interesting...”
- ”Hmmmm, what can I learn from this no-show, this difficult customer, this missed goal....”

I have not failed. I've just found 10,000 ways that won't work.

~ Thomas A. Edison

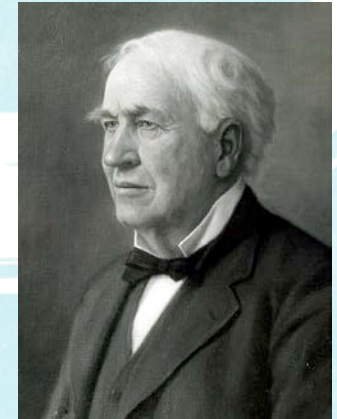
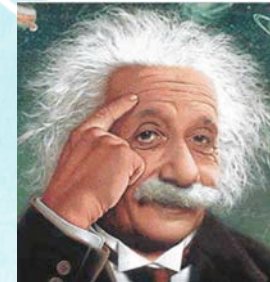
It's all in how you look at it



🍃 Negative results are just what I want. They're just as valuable to me as positive results. I can never find the thing that does the job best until I find the ones that don't. ~ Thomas A. Edison

🍃 When you have exhausted all possibilities, remember this – you haven't. ~ Thomas A. Edison

🍃 It's not that I'm so smart, it's just that I stay with problems longer. ~ Albert Einstein



🍃 It doesn't matter how far you might rise. At some point, you are bound to stumble. Because if you're constantly doing what we do – raising the bar – if you're constantly pushing yourself higher, higher, the law of averages predicts that you will, at some point, fall.

And when you do, I want you to remember this: There is no such thing as failure – failure is just life trying to move us in another direction.

~ Oprah Winfrey

Remember customers, prospects, and business builders are like us.. They are People!

- 🌿 They are whimsical and quirky too, a little different every day They have good days and bad days.
- 🌿 There's NO neat template that can ever predict what will capture any one person's attention, when someone will be interested in the products or business. Persevere.

Since the right moment is unknowable, you must maximize your chances. Play the odds.

Put yourself forward in stubborn good cheer, and then do it again and again and again... The effort is worth it.

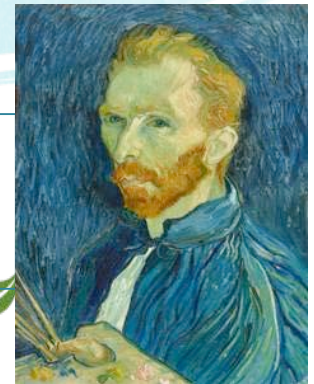
When it all comes together, the only thing you can do is bow down in gratitude. ~ Elizabeth Gilbert from *Big Magic* --
Creative Living Beyond Fear

4) Learn to Enjoy the Journey



- Revisit your “why”. Are you passionate enough about it that you can endure the most challenging aspects of this work?... The parts that don’t come easily, the areas that require developing additional skills ... and growing personally?
- You will need your full heart engaged to persevere. If only half of your heart is in it, you’re likely to give up when the first few obstacles present themselves.
- Do you enjoy your business? Treat it like it is alive and requires nourishment to thrive. Thank it, talk to it, tell it you’ll be back and that you haven’t forgotten it. Pay attention to it. Speak nicely to it. Spend time with it. Be mindful of your self-talk.
- Develop marathon thinking

Great things are not done by impulse, but by a series of small things brought together. ~ Vincent Van Gogh



Look at a stone cutter hammering away at his rock, perhaps a hundred times without as much as a crack showing in it.

Yet at the hundred-and-first blow it will split in two, and I know it was not the last blow that did it...

but all that had gone before.

~Jacob A. Riis, photographer



Marathon Thinking



- ✔ Pace yourself. Take care of yourself. Nurture yourself. Enjoy yourself.
- ✔ Realities and demands are constantly pounding on the door and disturbing “Shaklee time”.
- ✔ Remember that most Shaklee businesses have been made in stolen moments, while working another job, caring for kids. Consistent activity, even in small amounts, adds up. (the purpose of the working folder)

Most people never run far enough on their first wind to find out they've got a second. ~William James, philosopher

Patience



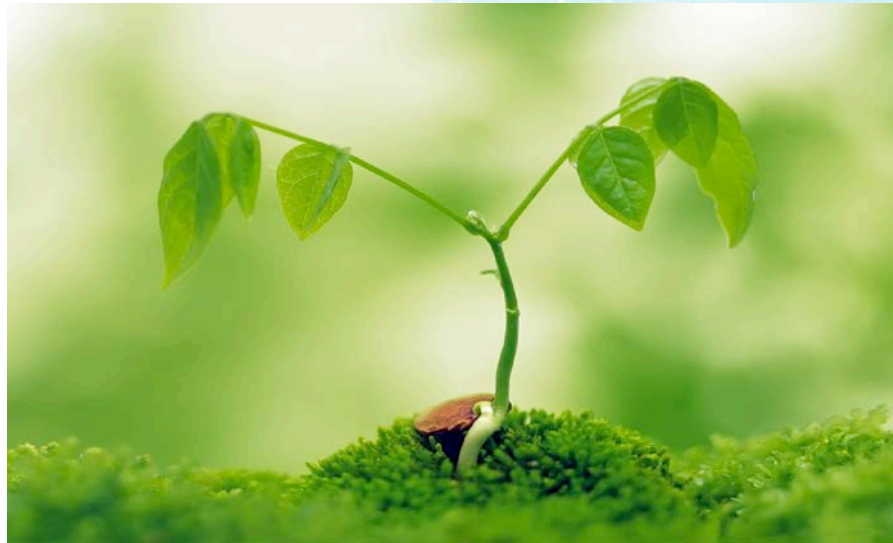
- Persevere. Give you and your business time to grow. Everyone's pace and circumstances are different. It's unhelpful to compare.
- Have patience with your evolution. Lessons come round and round, like a spiral, always supporting your growth.

Never think that God's delays are God's denials. Hold on; hold fast; hold out. Patience is genius.

~Georges-Louis Leclerc, naturalist and mathematician

The most incredible things
about miracles ...
Is that they happen.

GK Chesterton, poet





The What If? Foundation didn't have the million dollars, the architect, the construction workers, or the building experience needed to create a school desperately needed after the 2010 earthquake in Haiti which killed almost 300,000 people ..

Through perseverance, a willingness to face the challenges (and there were plenty), an enormous amount of work, faith, and many miracles along the way... here it stands.

What If? Foundation .. Founded 16 years ago by Margaret Trost ... see [WhatIf Foundation.org](http://WhatIfFoundation.org)

*Human beings are very good at working hard,
preparing, planning, sowing and tending,
not so good at bringing in the harvest of all their labors;
often refusing to have the patience that a true ripening
calls for,
or moving on to new initiatives before the one they have
worked so hard for has had time to flower.*

*Whether the harvest is easy to see but requires
patience, attention or waiting to bring in,
or whether it is hidden and difficult and requires a
combination of courage and vulnerability to bring to
fruition,*

***bringing in the harvest is one of the great
accomplishments of a human life.***

~David Whyte, poet

Action Steps for Session #14

the Next 100 Days ... and the Next 100 Days

Every year has its own gifts, lessons, and messages meant for each of us...

Sometimes they came wrapped in pretty bows...and other times as trials, challenges, insights.

Reflect on the past year... write down the “gifts” ... so we don’t miss the lessons.

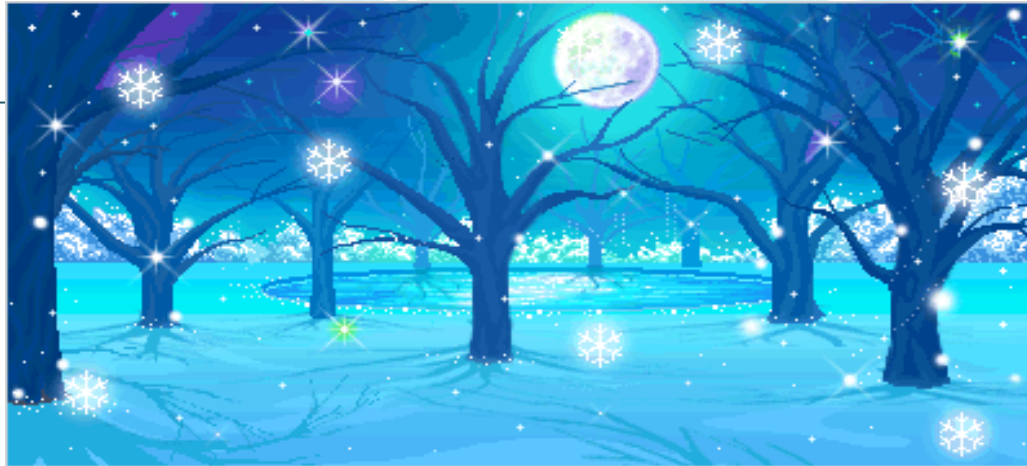
- Determine where we want to skill up further ...
- Set new goals with courage and expanded awareness of our “ amazing” capabilities ...
- Write up your next 100 days to Amazing Plan so we can submit it to Roger Barnett and Heather Chastain.
- Download the Shaklee Connect app ... and enter 100 day goal
- And persevere so we can “ bring in our harvest .”

lisa

Training Webinars Resume...

January 14th, 2016: Kick Off for 2016

January 21st: 8 Weeks to Director (all new)



lisa

Happy Holidays!