

Shaklee November Specials

NOVEMBER FOCUS ON Immune Health

Shakleekids Power Pack – 11/2 – 11/30

- Buy Incredivites®, Mighty Smart® Choice + Chewable Vita-C® together (using the special item code) and get \$10 off
- MP \$80.05 | PV 53.88
- Item Code #89423 – English | #89424 - Spanish

Every day, kids are off to use their powers for good. Bring out the best in your li'l superheroes with Incredivites® and Mighty Smart® Choice, kids' supplements packed with super-safe ingredients.

Incredivites®
Comprehensive multivitamin for kids
#20002

- Loaded with 23 essential vitamins and minerals for healthy development*
- 100% Daily Value of all 8 B vitamins
- Provides calcium and vitamin D, crucial bone-building nutrients*
- All-natural (and yummy!) flavors of tropical punch, grape, and berry

Mighty Smart® Choice
Natural, ultra-pure DHA
#20078

- 100% natural, ultra-pure DHA, one of the most important omega-3 fatty acids found in the brain and eyes
- No pracky fatty taste
- Supports eye function*
- 100% organic

Angie

November Focus on Immune Health

Immune Power Pack – 11/2 – 11/30

- Buy Nutriferon® and Vitalized Immunity™ together (using the special item code) and get Defend & Resist Complex for \$5
- MP \$66.20 | PV 50.34
- Item Code #89425



Angie



Lynda Glass Health Story - IBS

- Symptoms for 10+ years: bad bloating, gas, terrible constipation and incredible stomach pains.
- Saw a GP, ob/gyn, gastroenterologist, chiropractor - everyone said IBS. Tried fiber products, digestive enzymes, paleo diet, other supplements, etc., but no relief.
- At this point in my life, I felt defeated; that I have tried EVERYTHING under the sun, and this is what I have to deal with. I would have good days and bad, and the bad would be BAD.
- This summer I was pretty sick and depressed. A little light bulb went on in my head remembering that Rebecca had posted something about health. I wasn't sure what it was at the time, but boy I was going to find out.
- June 18 my journey with SHAKLEE began! I can't say enough about how these products have helped me!!! I am literally a new person.

Lynda

Lynda's Supplement Program

- Started with Life Plan (Life strip & Life shake), Optiflora and Alfalfa
- I have now incorporated all of the above plus Herb-lax, which has become my best friend, OmegaGuard and extra B-complex and Vita-C



Shaklee Strategies Forum #11

Fall 2016



Putting Your Passion in its Place &
Discover Shaklee Event
November 8

Our Strategy Team



Master
Coordinator
Barb Lagoni



Coordinator
Jean Zbinden



Senior Director
Angie Thomas



Senior Coordinator
Becky Choate



Director
Francine
Roling

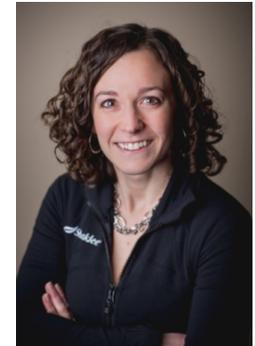


Key
Coordinator
Katie Odom

Senior
Executive
Coordinator
Ashley
McDonald



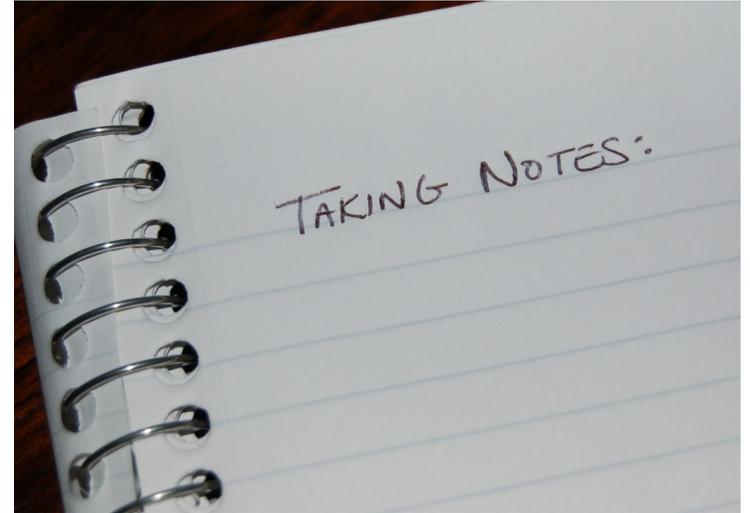
Senior Key
Coordinator
Harper
Guerra



becky

Objectives for Strategies Forum Session 11

- This week, Susan Knott will share the complete package of an event called Discover Shaklee with some clever ideas to increase attendance, meet new people, and build a customer base and identify potential business partners.
- And our Almost-a Mom-again Ashley McDonald will share some thoughts about what attracts people to us ... the power of passion and enthusiasm .



Becky

Discover Shaklee Event – Susan Knott

- 5 neighbors attended – new to Susan
- Generated 450 PV plus follow up PV
- 3 out of 5 placed additional orders
- Introduction to Shaklee products, philosophy and business.



Susan

Discover Shaklee Event

INVITE: *Facebook invite – created a Facebook Event for the Invite.*
Make the details brief (Problem, Solution, Reward).

Every mom wants the best for their family--and that includes keeping them as healthy as possible.

Shaklee products are safe, effective and guaranteed, boosting the health of everyone in your family!

Join _____ for an overview of Shaklee, a live demonstration, samples of the popular Energizing Life Shakes, and more!

I was very selective with my posts in the event and did not post constantly since this was just an invite, not a FB event.

Susan

Welcome post (pinned to the top of page)



- Hi everyone, my name is Susan Knott, and I live right next door to Cherie! I'm looking forward to having you here!!
- You are welcome to add/invite any of your friends who also might be interested in hearing more about Shaklee. :)
- IF you cannot make it at this time I am happy to hold a duplicate event in the evening or on a weekend. Please comment if you would prefer a different day or time. :)

Susan

Shaklee Difference post w/ video.

“I am so excited for those of you who are able to come to our event on the 27th.

This quick video will give you an initial understanding of Shaklee, the integrity of the company, and the quality and guarantee of the products.

Please take ONE minute to watch it! Comment with any questions. or bring them with you to our afternoon gathering.”

*In the comments of this post I added this link.

A little more...

<http://go.shaklee.com/the-shaklee-difference/>

*the
Shaklee
Difference*

Susan

Posted a poll to create some interaction (tagged all coming)

Hi, Ladies! Looking forward to having you all here on Tuesday!
To help me prepare I would love your help!
Click your top TWO or THREE favorite flavors. :)

OH! Be sure and check back here tomorrow to see how
you can win a free product!

*I created a poll of 10 different flavor smoothies.

Susan

Incentive to fill out HealthPrint Post (tagged all coming)

Chance to be put in a raffle for a FREE product is here!

- Shaklee has recently launched an amazing new tool called HealthPrint!!
- How to do it? Click on my website below, then click on the green box on my homepage that says HealthPrint, answer a few questions (should only take 2-3 minutes). Your personalized results will be e-mailed to you within minutes!!
- This will not only provide you with a better idea of the Shaklee products, but it ALSO will give you links to valuable health related articles from top scientists, nutritionists and doctors. Take the time to browse through the information and click on the links to the articles --it's all free! FILL this out PRIOR to Tuesday's event, and you will be entered into the raffle for a FREE product. (SEE the comments for details and photos of the product).

Susan

To Create Interest in Completing the Health Print for the Raffle...

- Since I did not know any of the ladies coming and what their needs would be or what would get their attention I needed to figure out what would be a good raffle prize. I chose Nature Bright.
- In the comments I put a picture of Nature Bright, as well as the before & after photos of my daughter's white shorts.



Susan



Day before reminder post (tagged all coming)

Good morning!! A couple of reminders before we meet tomorrow.

1. Come hungry! Either eat a light lunch or no lunch at all since i will have samples, fruit and veggies.
2. Don't forget to fill out the HealthPrint by tonight in order to have your name put in the drawing for the raffle prize!!
3. You must be present to win!

Susan

Preparation

- Make protein balls/bars (I made two recipes)
- Make a pitcher of Energizing Tea (I used pomegranate flavor, and put sliced oranges in pitcher, and had lime wedges for them to add to their individual glasses.
- Fruit, veggies & hummus
- Dark chocolate fruit bits.
- Have a product guide at each seat.
- Have a folder at each seat with relevant info in it. (documents I put in the folder---protein balls/bar recipes, the Shaklee difference pamphlet, newsletter, Stressed for the holidays document (has products and stories), list of free memberships.

Event Agenda & Outline

- **Make Life Shake samples as everyone arrives— discuss 180 product line**
- Burn fat, not muscle---powered by leucine. Often notice a decrease in dress size first because losing the fat and not the muscle. (page 80)
- No artificial flavors, sweetener or preservatives added.
- **Gluten-free, and low glycemic—so don't have a blood sugar crash which causes you to be tired, cravings, etc.**
- Do the drawing for the raffle prize and then ask everyone to have a seat.
- Introductions - Go around table
- Share my story—brief—kids young, and then economy....Riley and I off all allergy meds. Freedom & flexibility; community of people, and purpose. My time of life it's important that I am not tied down to a 9 to 5 desk job.
- Show "How the Shaklee Business Works" video (Shaklee.TV)

Outline continued...

- Flyer for any up-coming local events... “If while you are here, there is anything that sparks interest in wanting to hear more about the business, this would be the perfect opportunity for you to come and to evaluate if this is a good fit for you. I would love for any of you to be my guest so please reach out to me afterwards.”
- Ice Breaker Trivia---have them shout out their guesses and toss a Vitalizer strip to whoever has the correct answer (This creates some fun and peaks their interest in the strip). Let them know you will be explaining later what these strips are.
- 😊Share & Demonstrate Product Lines (Vitamins/Sports, Enfuselle, Get Clean)

Trivia Questions:

1. What is the main age of brain growth in children? 3
2. Did you know there is another massive growth, can you guess when? 10-12
3. What is the leading cause of death in women? Heart disease
4. What is the 3rd ranking cause of hospitalization in children?
Asthma

Toss a Vitalizer strip to guest with the right answer

Susan

Now time to have them open product guide.

- Shaklee Difference (5 product lines) –pages 4 & 5 (Olympians)
- Landmark study - page 6
- Known for absorption and purity.—want your vitamins to break down in the key areas for absorption.
- 100% Money back guaranteed
 - Point out Shaklee difference on the pages.
- Vitamins & Sports nutrition products
 - Hand out the Vitamin Water recipe before or after covering vitamin section of presentation.
- Like we build our house on a healthy foundation, it's just as important to build our health on a good foundation. Supplements no longer an option.

Susan

- Share Jean's daughter's story here—eating healthy in China off the farm, when she came home to visit and had blood work done she found she was deficient in 3 areas—iron, zinc, vitamin D.
- As the moms we need to make taking care of ourselves a priority.... no time to be sick. Energy, focus, mood, PMS, bone and brain health are all common things women say they need help with. These are all legitimate concerns!
- Recently, I have been hearing more and more on the importance of brain health. It's just as important as keeping our immune systems strong. (The connection between gut and brain).
- Focus, ADD/ADHD, depression, dementia, Alzheimer's

Susan

Use Third Party Source

- *Maria Shriver---heard someone she was interviewing recently share how chronic diseases often begin decades before; they don't happen overnight.
- Prevention is key.

- Been hearing more and more about having a wellness budget.
- I am a firm believer that we pay for wellness now or illness later.
- Vitalizer – smart delivery system. Page 26, free membership (19.95 value), 15% off retail price.
- Go through product guide quickly to give overview of vitamins.
- *We don't have time to go into all of these areas today, but Shaklee has nutritional support for women's & men's health, kids health, immune support, energy, stress, digestion, brain health, joint health, bone health, healthy aging.
- Healthy Beauty
- Healthy Home

Susan



Enfuselle

- Science has proven that the nutrients beneficial to your body on the inside are also beneficial for your skin.
- Jean share story
- Triple patented vital repair plus complex, a blend of antioxidants nutrients.
- 7 patents, and never tested on animals.
- Cleanse, Neutralize -- Toner –important because it neutralizes the iron in tap water.
- Repair (eye, a.m, p.m.)
- Advanced moisture and specific treatments
- Point out the bullet points on back of brochure.
- Demo the C+E repair on back of hands.



Susan

BULLET POINTS FOR OTHER PRODUCT LINES

SPORT NUTRITION

- Performance –amazing hydration drink; Kelli; absorbs quickly
- Physique---Recovery for post work-out! Ali loves and took to college.
- Energy Chews---besides for safe energy for sports—compared to red bull and monster drinks. But also, Energy Chews used for late nights and early mornings; long car drives, night shifts, whenever need a pick me up.
- Joint Health Complex; Joint & Muscle Pain Cream



Susan

Get Clean—Healthy Home

- Did you know over 90% of poison exposures happen at home. Common chlorine bleach is the #1 household chemical involved in poisoning.
- 1 in 13 school-aged children has asthma.
- WHY? Saves you thousands of \$\$\$
Health of your family and pets
For the earth.
- Starter Kit is \$99, and it would cost you more than \$3,400 to get the same amount of clean. Can also buy all products individually.
- Basic H Demo



Susan

Basic H2---thousands of uses for it.

3 bottles

All-Purpose – 3 cents

Window – less than 1 cent

Degreaser – 17 cents.



Add the water to the bottle and then the appropriate amount of Basic-H

If used Basic H only for window cleaner it would make the equivalent of \$5,824 bottles of Windex!!

For all of the products there are so many uses!

Nature Bright: So many uses--carpet stains, toilets, coffee cups

Scour Off—oven, tile, permanent marker, pots and pans.

None of the harmful toxins or chemicals!

Thank you & hostess gift

- Interested in hosting an event with your family, friends or neighbors let's talk and put it on the calendar! I give hostess gifts and referral thank you's.
- Refer to FREE Membership document in folder.
- INCENTIVE Place an order of \$75 or more by tonight and get a free bottle of Vita-D3!!
- *I made sure I had covered a couple of facts about the benefits of Vita-D3, and the statistic that 55% of children tested had low levels of vitamin D so they would understand the value of the free product I was offering.
- *Every guest became a member, placed an order and qualified for the free bottle of Vita –D3.
- Total event PV was 430



Passion Matters!

“To succeed you have to believe in something with such a passion that it becomes a reality.”

~Anita Roddick

Our Story

Four years – SEVERAL “positions” within Shaklee

- “Single”
- Student
- Building another business
- Pregnancy
- With a full-time job
- Mom
- Only financial provider
- Traveling full-time



Along the way...I abandoned my passion, have you?



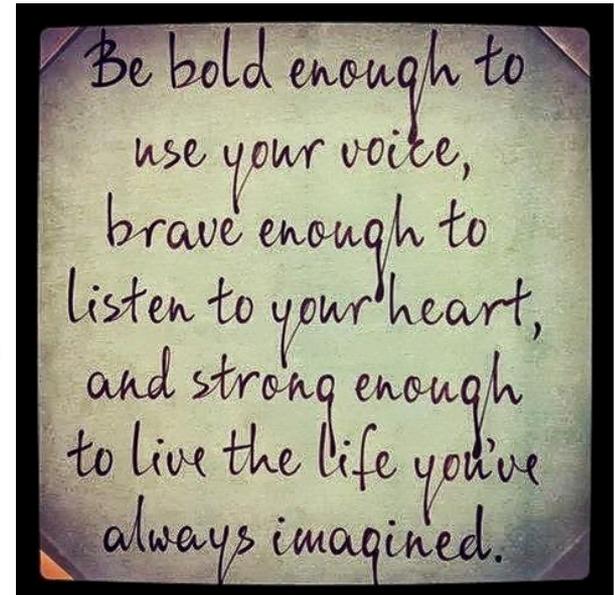
*Holding on to your passion throughout life's -
only to be expected- ups & downs is the only
way to truly live a life other's only dream of.*

Ashley

Where it all started...

Take a moment ~ close your eyes ~ and think back to when YOU decided to take a leap of faith & build your own Shaklee business.

- What was your motivation?
- What was your drive?
- What did you imagine accomplishing?
- What were your dreams?
- What was your why?
- WHAT PASSION IGNITED YOU??



Ashley

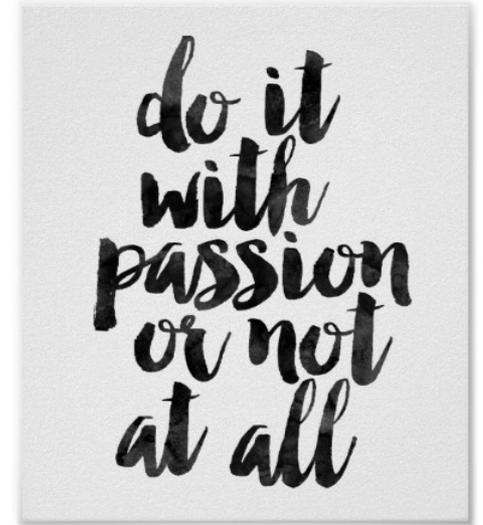
Where Passion Meets Struggle:

So much can happen in someone's personal & professional life that can "steal" our passion...finding it, retrieving it & igniting it is vital.

BUT FIRST – acknowledging that it wasn't stolen or lost,
but that WE LET IT GO.

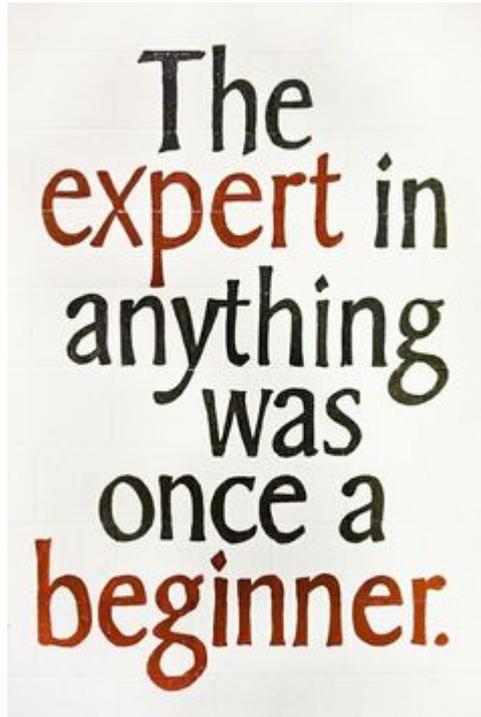
Excuses can easily become a way of life:

- No prospects/not enough people
- Not enough time
- Afraid of rejection/failure
- Comparison
- Lack of commitment



The Proof of Passion is Perseverance

It's not passion if you haven't had to persevere & fight for it!



All struggles are a chance for you to GROW YOUR PASSION

- Dig Deep
- Believe Hard
- Become an expert in what you are passionate about
- Keep your passion in it's place!

Do it with Passion:

Keeping your eye on your PASSION throughout
all growths in life TAKES PRACTICE

- Be grateful
- Be excited
- Be brave
- DO IT with passion...
- Plug in
- Invest in your personal & professional development
- Stay connected with people who are doing it too

*“Passion will
move men beyond
themselves,
beyond their
shortcomings,
beyond their
failures.”*

—Joseph Campbell

Purpose = Passion

When you become fully aware of the passion inside of you – you begin to live a life of purpose & intentionality

Purpose & Passion go hand in hand and together create a life of fulfillment

- Insert this intentionality INTO your life
- Stop doing work – just to work
- Hone in on what LIFTS YOU UP & keeps you authentic
- Practice PASSION

Time Block Schedule							
Time	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday
6-6:45	Prayer & Devos	Prayer & Devos	Prayer & Devos	Prayer & Devos	Prayer & Devos	Prayer & Devos	Rest
6:45-7:45	Prof. Growth	Personal Growth	Prof. Growth	Personal Growth	Personal Growth	Personal Growth	Rest
7:45 - 8:45	Breakfast	Breakfast	Breakfast	Breakfast	Breakfast	Week Plan	Groceries
8:45-9:30	Drop Off	Drop Off	Drop Off	Drop Off	Drop Off	Week Plan	Household
9:30-11	(1.5hr) Prepare	Webinar (Prod. 1hr)	(1.5hr) Prepare	(1.5hr) Prepare	Follow Up (2hr Prod.)	*1hr Promote	Household
11-12:30	(1hr) Produce	Prepare (1.5)	(1hr) Promote	(1hr) Produce	Budget	Family	Family
12:30-2:00	Pick up + Nap Prep	Pick up + Nap Prep	Pick up + Nap Prep	Pick up + Nap Prep	Pick up + Nap Prep	Family	Family
2:00-4:00	(1hr) Promote	Household	(1hr) Promote	Household	(1hr) Promote	Family	Family
4:00-8:00	Family/Household	Family	Family/Household	Family	Family/Household	Church/Family	Family
8:00-10:00	FLEX TIME	(1hr) Produce	Marriage	(1hr) Promote	FLEX TIME	Marriage	Marriage
Work Hrs	4.5	4.5	4.5	4.5	4	4	
Tasks for Each Category							
	Prepare	Promote	Produce	Personal Growth	Family Values	Personal Care	Household
time	8	6	6	6			
26-30hrs	Weekly Planning	Blog	Webinars/Videos	Webinars	Marriage	Fitness	Pay Bills
	Create Strategies	Pinterest	In Home Events	Podcasts	Kids	Self Care	Cleaning
	Create Images	Instagram/FB	FB Events	Courses	Church	Beauty	Errands
	Schedule Posts	Email/Text/Msg	Team Meetings	Reading	Time Together	Health	Groceries
	Networking	Set Appointments	Customer Care	Reflecting	Making Memories	Relaxation	Budget
	Conversations	Reach Outs	Coaching	Accountability	Prayer & Devos	Rest	
	Marketing	Upcoming Event	One on Ones	Planning			
	Create Events						

****26-30 HOURS/WEEK (4 HOURS FLEX FOR EVENTS)

Ashley

Make a Plan for the Holidays

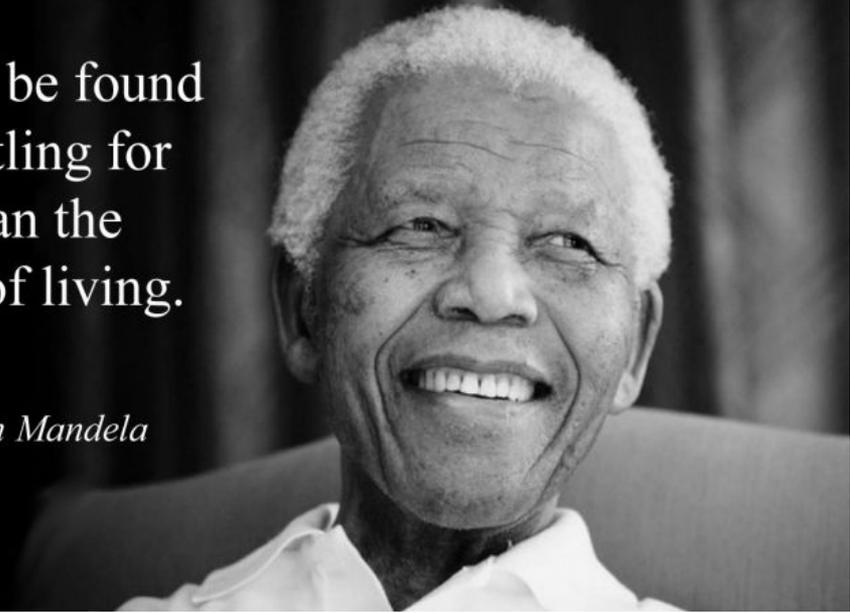
- “Green” Friday
- Run Resets before and after Christmas
- Christmas Shopping Extravaganza ---
 - Skin Care (cleanser, toner, moisturizer)
 - Moisturizing Shower Gel & Hand and Body Lotion w/ loofah
- Don’t Get Your Tinsel in a Tangle – Products that relieve stress
- New Year, New You – Shaklee 180 product focus
- Prevention is Key – Immune system product focus



What's
the
plan?

There is no passion to be found
playing small - in settling for
a life that is less than the
one you are capable of living.

Nelson Mandela



Have a plan – yes BUT never forget that PV (Passion Validated) is only accomplished when people believe what we are sharing...believe that WE believe in what we are sharing with our whole hearts.

LET YOUR PASSION SHINE.

Ashley

Nov/ Dec is final Stretch to Qualify for Dream Trip

- If you reached the rank of Coordinator by September 2016 (or before), It is time to review how to accumulate the 200 points to qualify for Shaklee Dream Trip to Playa .. And 275 points to qualify 2 people... and lay out a strategy for a final push to achieve them.
- We have been sharing events and ideas every month this semester that help us
 1. Meet new people .. And sponsor new members (earn at least 50 pts and up to 100 points)
 2. Events that are designed to help generate 1000 new PGV
 - Increasing our personal PGV by
 - PLUS the PGV of our first level leaders

Nov/ Dec is Final Stretch to Qualify for April 2017 New Director Conference

2 Ways to Qualify

1. In your first year as Director, accumulate 18,000 PGV in any 6-month period
2. Or accumulate 48,000 PGV (or CV which means it includes any Directors you have developed) over any 12-month period ...

Complete this by January 31, 2017 to attend April 19 – Apr 22, 2017

- Strategy – Select any of the events/ ideas from this semester .. Today's Discover Shaklee, 5-Day Resets, Natural Medicine Cabinet , Dealing With Digestive Distress .. Naturally, etc... And use to generate the PGV you need ..

Remember 4 events = 1000 PV

Chairman's Retreat Qualification

- Increase our monthly PGV by an average of 3500 / month. (over base)
(21,000 PGV over the 6 -month qualification period)
- Base is found at ... www.ShakleeChairmansLeadershipRetreat.com
- Log in – our Shaklee ID ALL CAPS
- Password is our Shaklee ID ALL CAPS + zip code.

Repeat After Me...

There is plenty of time ...

When there is a plan

November/December Strategy Forum Schedule

Tuesday Nov 1 --- Shaklee Product Collection for Healthy Digestion

Tuesday Nov 8 – Discover Shaklee Event & Essential Life Principles

Tuesday Nov 15 – New Directors Take Off Plan

BREAK -- Happy Thanksgiving ..
We are thankful for you!



Angie

Tuesday December 6 –

Tuesday December 13 –

Happy Holidays – We will return in early Jan (see
Learning from the Masters FB for details)

Great minds
discuss ideas;
Average minds
discuss events;
Small minds
discuss people.

· ELEANOR ROOSEVELT ·



Shaklee Video & Audio Archives

This webinar is archived on BetterFutureStartsToday.net



5 Personalized Websites Included

www.BetterHealthIn31Days.com

www.BetterFutureStartsToday.com

www.BetterFutureStartsToday.net

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