

# ATLANTA



## Shaklee Global Conference 2017 August 9 -13, 2017 | Atlanta, GA

Register and pay in monthly installments

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**Through April 30 ONLY.**  
Get a head start on your Earth Day Celebrations this year with **FREE SHIPPING** on the Get Clean Starter Kit.\*

SAVE NOW

Contains no harmful fumes or hazardous chemicals

Rivals or outperforms 20 leading brands



# Growing Green Promo

- Shipping (up to \$20)
- Eligible on orders placed through MyShaklee.com and mobile.
- Includes join orders on PWS.
- Offer includes online AutoShip orders, including a new join order that begins as an Autoship.
- This offer does not apply to orders placed through the Call Center or SBOSS7
- All members, distributors and associates are eligible for this discount

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# Get Clean Kit

- **The Get Clean Starter Kit contains:**

- Basic H<sup>2</sup>® Organic Super Cleaning Concentrate, 16 oz. (1)
- Germ Off Disinfecting Wipes, 35 Wipes (1)
- Nature Bright® Laundry Booster and Stain Remover, 32 oz. (1)
- Dish Wash Concentrate, 16 oz. (1)
- Dish Washer Automatic Concentrate, 32 oz. (1)
- Fresh Laundry Concentrate HE Compatible, Regular Scent 32 oz. (Liquid) (1)
- Soft Fabric Dryer Sheets, 80 sheets (1)
- Dish Washer Automatic Concentrate Dispenser (empty) (1)
- Nature Bright® Dispenser (empty) (1)



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# Get Clean/Allergy Combo – Perfect Pair

Get Clean Starter Kit = 50 PV + Allergy Action Kit = 74 PV

Allergy Action Kit:

- Optiflora 15 PV
- Nutriferon 30 PV
- Vita C 16 PV
- Alfalfa 330 13 PV

Allergy Action Kit \$97 MP

Get Clean Starter Kit \$99 MP

**TOTAL: \$196 and 124 PV**



**Savings \$20 free membership, \$20 free shipping, \$16 member savings**

Benefit ... Save money on cleaning products, save money on allergy meds, save the Earth, save on Kleenex... AND you have yourself one happy healthy family !!!

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## 1000 PV Plan for April – Get Clean Starter Kit and Allergy Season

Allergy Action Kit

74 PV

(Nutriferon, Vita C, Optiflora Cap, Alfalfa 330 )

Get Clean Starter Kit

50 PV

( year's supply on some items)

124 PV



10 customers X 124 PV = 1240

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# Report from New Directors Conference

## Rebecca Kurtz

Shaklee hospitality



- Every event – fantastic
- Completely enrolled Michael
- Guys table discussion
- Shaklee is our future

Hanging out with Olympians



Cleaning up the Park for Earth Day



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

Session 5 April 25, 2017 --  
Keys to Coaching

Self-Defeating Behaviors  
Perfectionist, Pleaser, Controller,  
Caretaker, Rescuer



# Our Strategy Forum Team

## Spring 2017 Keys to Coaching



Master Coordinator  
Barb Lagoni



Senior Coordinator  
Becky Choate



Key Coordinator  
Margaret Trost



Key Coordinator  
Lisa Anderson



Senior Director  
Angie Thomas



Director  
Francine Roling

## Objectives Spring 2017 –Keys to Coaching

As we challenge ourselves this year to reach higher and think bigger, we want to learn the skills essential for developing a strong dynamic organization of leaders .

The 2 most critical skills are:

1. Identifying and ATTRACTING business partners --- Understanding the leaders we will want to become in order to attract well-qualified leaders.
2. To learn how to coach, guide, and mentor our teams to help them grow as people even as they grow their businesses. barb

So in this series on Keys to Coaching, we are making a study of people .. starting with ourselves .. and Leadership .. and the art of Coaching.

# Objectives Session #5 – Self - Defeating Behaviors

- Today we are going to tackle a difficult subject --- habits of thinking ... and behavior .. that may not be serving us well ...
- We decided to share insights into self-defeating behaviors through the personal stories of several Shaklee leaders.
- Recognizing them within ourselves will help us grow ... and improve our ability to connect with others.
- And we'll consider some new perspectives .. New ways of viewing the world .. and others -- with less criticism ... and more understanding.
- And when we are through .. We will be IRRESISTABLE ! (

barb.



# Classic Self- Defeating Behavior Types

Perfectionist

People Pleaser

Martyr

Controller

Hyper-Vigilant/Worrier

Tap Dancer

Over-Achiever

Caretaker

Rescuer

There are admirable qualities to each behavior.

- We want our brain surgeons to be perfectionists !
- We want our pre-schoolers in the hands of caretakers
- And our Air Traffic Controllers to be Hyper Vigilant.

But we are in the people business ...

If taken to the extreme, they can interfere with our relationship with others... and our ability to be successful.

Barb

# Lisa's Valuable Journey to Key

- Developed strong customer base and skills for sharing
- When Roger arrived, she began inviting people to become part of the new vision for the company and start their own businesses.
- In 3 years, her organization developed 15 Directors ... qualified for 3 fabulous trips ... including Atlantis, Mayan Riviera and KENYA !!!

THEN – 8 Directors reverted and her OV plummeted  
from 43,000 to 30,000 !

AND – It was the best thing that could have happened to me.

# Lisa's Story of Recognizing Self-Defeating Behavior

Caused her to ask ....  
What kind of leader am I?  
What am I missing?

She had to stop the flurry of activity  
and learn ...  
How to become the leader she was  
destined to become.

## Discovered she was a People Pleaser...

- Doing everything for everybody ... even when they were capable of doing for themselves ...
- Causing people to feel like VICTIMS rather than EMPOWERING LEADERS

I recognized that I needed to change as a Leader....I  
needed to learn how to be a real Leader....  
Learn How to Empower ..... not Enable

When the student  
is ready ...  
The teacher  
appears.

Jim Rohn –

Don't wish for things to be easier.  
Wish for you to be better.

In order for things to change....you  
must change.

## Positive Intelligence Test

*by Shirzad Chamine*

Your mind is your best friend, but it is also your worst enemy, involved in self-sabotage. Your self-sabotage is caused by “Saboteurs” in your mind.

These Saboteurs are your internal enemies. They are a set of automatic and habitual mind patterns, each with its own voice, beliefs, and assumptions that work against your best interest.

- Saboteurs are a universal phenomenon. The question is not whether you have them, but which ones you have, and how strong they are.
- They start off as our guardians to help us survive the real and imagined threats to our physical and emotional survival as children. By the time we are adults, these Saboteurs are no longer needed, but they have become invisible inhabitants of our mind.

They form the lens through which we see and react to the world.

Copyright 2012-2013 Shirzad Chamine and Positive Intelligence Inc

**Saboteurs make sense once you realize that the primary objective of the first 15 - 20 years of life is to survive long enough to pass on your genes.**

For example, the Judge Saboteur might notice and exaggerate the negative. This is a critical evolutionary design for our ancestors to have survived the dangers of the jungle, when the tree leaves started shaking, the early human who assumed the worst and ran was the one who survived and passed his genes.

The one who waited to gather full and unbiased information before taking action was eventually eaten by the tiger.

For the human child survival has a component beyond physical survival.

We also need to survive emotionally. **The human brain is wired to pay close attention to our environment in our early years and adjust accordingly so we can bear the emotional strains we encounter and make it into reproductive adulthood.**

Even if you didn't have a difficult childhood, life still presented many challenges that your Saboteurs were initially developed to handle. Copyright 2012-2013 Shirzad Chamine and Positive Intelligence Inc

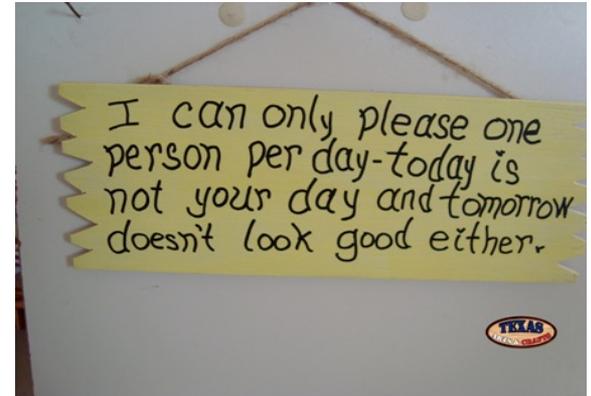
# Self-Defeating Behaviors Usually Stem From our Childhood

- Human beings seek love, acceptance and approval.
- When we don't get it ... we can develop behaviors .. like caretaking, rescuing, people pleasing, controlling, perfectionism, etc.
- They may help us survive as children.. But can lead to unhealthy relationships as adults.

lisa

## Results of People Pleasing ...

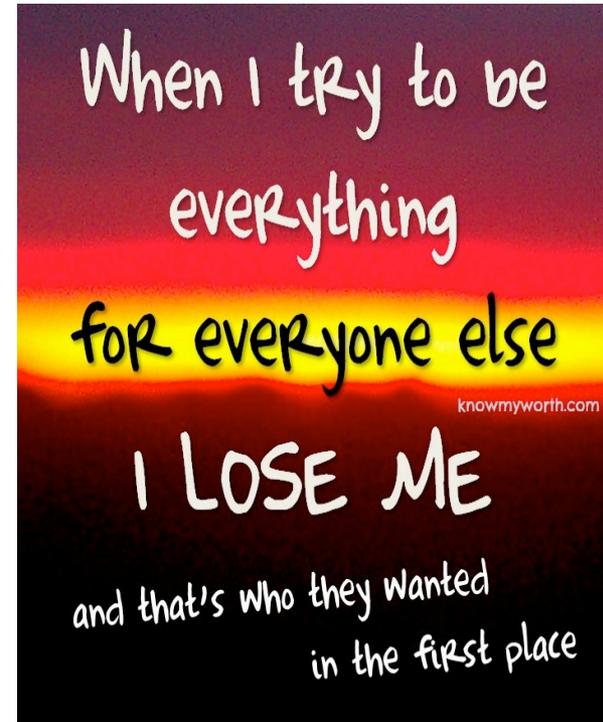
- You burn out
- Resentment and Frustration are common.
- And even if you don't do all that you possibly can... can feel guilty that you didn't do more!



The People Pleaser – tries to gain acceptance by helping, pleasing, rescuing or flattering others .. to the point that they lose sight of their own needs and become resentful as a result.

- Strong need to be liked. . Huge fear of being disliked
- Looks for reassurance and affirmation that they are accepted and good enough
- Difficulty expressing own needs openly and directly...especially if it causes conflict or hurt feelings
- Takes care of others and loses touch with own needs

lisa



# Francine's Journey

- Oldest in family... alcoholism, dysfunction.
  - Developed caretaking, rescuing, people pleasing, controlling behaviors
  - People with those characteristics are often attracted to Shaklee .. They can save the world, save the planet, save the children, take care of their customers, etc.
  - Built strong customer base 5400 and growing
- 
- But now is assembling a team of leaders ..
  - Leaders aren't looking to be "rescued" or "taken care of".
  - They are looking to be empowered to become better leaders.

# Francine's Plan

- **To make a study of leadership .. Even as I keep on building my business.**
- **Taking course Clearing Your Path : Course to Unravel Your Inner Obstacles**
  - Be clear on your core need
  - Know your saboteurs
- **Books, podcasts, and activity and events to meet new people.**
  - Your Beautiful Purpose by Susie Larson
  - Start With Why by Simon Sinek
  - The Gifts of Imperfection by Brene Brown
  - Podcasts: Eric Worre, Michael Hyatt
  - Book Study: started one (definitely out of comfort zone!)
  - Accountability Group (with people at a higher rank than me)

# Angie – Identifying Perfectionist Tendencies

- Punctual, methodical, detail-oriented, reliable, prepared
- Have high standards and do tasks with great care... and always do them well.

angie



The Perfectionist's Guide to Results

- Often critical of themselves and others
- Can lead to being tense, irritable, opinionated, or sarcastic
- Sensitive to criticism

# Angie's Insights

Didn't realize she had Perfectionist tendencies until she read the description.

4 areas to work on ...

1. How to hold true to my values .. In parenting, diet and food choices, etc  
WITHOUT judging others .
2. Work to be more open-minded .. To perspectives that may be different.
3. Be willing to FAIL FORWARD ( John Maxwell )
4. Let go of the fear of the consequences

Seek first to understand...  
Before we seek to be understood

Striving for  
excellence feels  
wonderful because  
you are trying your  
very best.

Perfectionism feels  
terrible because your  
work is somehow  
never quite good  
enough.

Perfectionism doesn't  
make you feel  
perfect...  
It makes you feel  
inadequate  
Maria Shriver

You are imperfect...  
Permanently and inevitably flawed...  
And  
You are **BEAUTIFUL** Amy Bloom



strive for

**PROGRESS**

not perfection



THE MOMENT  
YOU ACCEPT THAT

*Imperfect*

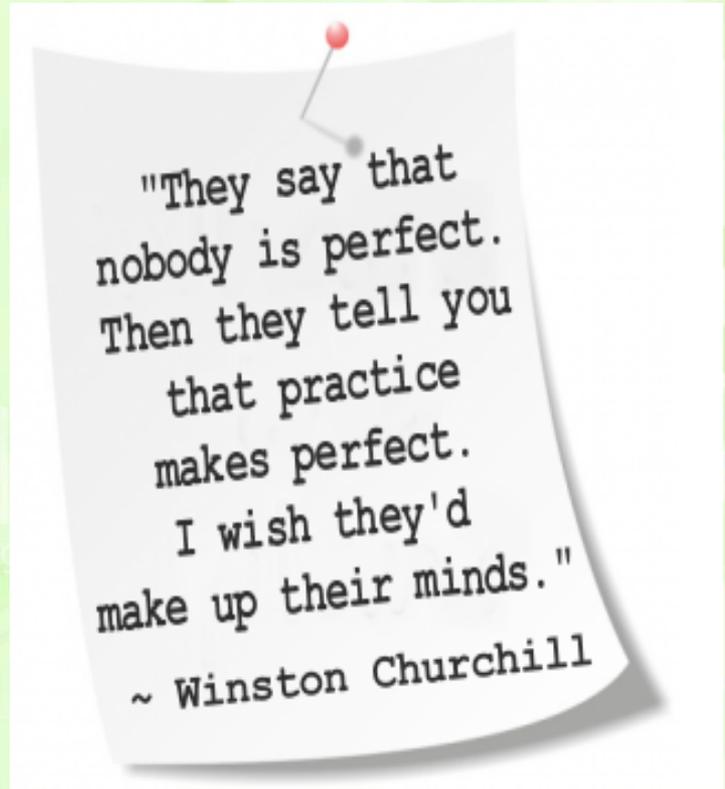
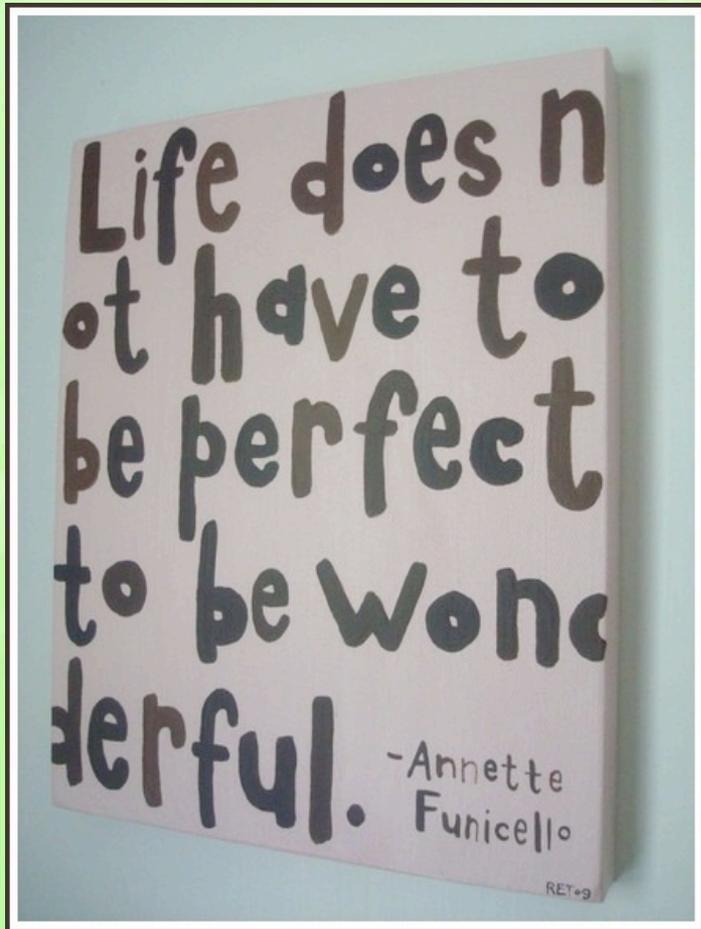
IS MORE BEAUTIFUL & FULL OF  
JOY

THAN PERFECT

*is a good*

MOMENT





angie

# Controller

- A need to control, take charge, and lead.
- Comes alive when doing the impossible and beating the odds.
- Can intimidate others with their intensity. They are surprised by this because they don't think they're intense or controlling.

Lord,

Grant me the serenity to accept the things I cannot change...

The courage to change the things I can...

And the wisdom to know the difference.

angie

# When we can't control ... weather, airline flights, PEOPLE...

- Instead of stressing ... getting upset, frustrated, angry, irritated ...
- CHILL ---
- Let go of circumstances we can't control ..
- Barb

In Shaklee --We look for ways to influence people by enrolling them in a new vision ( for their health, their business, their ability, their courage ) ... so they CHOOSE to take action ... not because they were manipulated, coerced, guilt-tripped, etc.

Love is the ability and  
willingness to allow  
those that you care for to  
be what they choose for  
themselves without any  
insistence that they  
satisfy you.

Wayne Dyer

# 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



# Action Steps Session 5

- Notice when a self-defeating behavior/saboteur shows up... now you know what to begin working on... ( journaling, reading, learning more ).
- To learn more...You might want to take the Positive Intelligence test and follow the suggestions at [www.positiveintelligence.com](http://www.positiveintelligence.com)
- Consider reading related books and/or taking Charlene Fike's course which teaches how to coach others with awareness of self-defeating behaviors/saboteurs. ( see Resources slide )
- Team up with another leader to help or another work on these behaviors.
- Time to set up our 1000 PV Plan for May .. See Health Chat section on My Shaklee landing page.



angie

# Resources

- *The Best Yes* by Lysa TerKeurst (great for people pleasers, controllers and perfectionist)
- *When Perfect Isn't Good Enough: Strategies for Coping with Perfectionism* by Dr. Martin Antony (also a Tedx Talk on YouTube )
- Clearing Your Path -- A Course to Unravel Inner Obstacles

[www.iamworkingsmart.com](http://www.iamworkingsmart.com)

[PositiveIntelligence.com](http://PositiveIntelligence.com)

( test on saboteurs that we may be operating within us )

# April Strategy Forum Schedule

## Keys to Coaching



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Session #1 March 28 – Presidential Master Charlene Fike --  
Personal Development – Key to Exponential Growth

Session #2 April 4 – It Takes a Leader to Build an Organization

Session #3 April 11 – 4 Personality Styles-- Each Require Different Coaching

Session #4 April 18 – Charlene and Doug Fike –

The Mind Set That Unlocks the Door to Organizational Growth

Session #5 April 25 – Recognizing Self-Defeating Behaviors

Session #6 May 2 – Life Rules



I am a  
Recovering  
People Pleaser  
(is that okay?)



## How a People Pleaser can Feel ...

- Selfish and guilty if they take care of their own needs. The needs of others typically come first.
- Worried that expressing own needs may drive others away.
- Resentful for being taken advantage of or taken for granted, but have difficulty expressing it.

### Impact on Self and Others

- Can jeopardize taking care of one's own emotional, physical, financial, or spiritual needs.
- Can lead to resentment and burn-out.
- Others can develop dependence on them rather than learn to take care of themselves.

"There is only one way  
to avoid criticism:  
do nothing,  
say nothing,  
and be nothing."

– Aristotle

[www.iamworkingsmart.com](http://www.iamworkingsmart.com)

# Clearing Your Path: a course to unravel your inner obstacles

- \$59
- Self-directed online
- Teaches 4 core needs and how to coach them
- Take free assessment at [www. Positiveintelligence .com](http://www.Positiveintelligence.com) ... and have your team also take the assessment and identify the top 2 ways each of us sabotages our success. ( People pleaser, avoider, etc )

***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.***

# Shaklee Video & Audio Archives

This webinar is archived on [BetterFutureStartsToday.net](http://BetterFutureStartsToday.net)



## 5 Personalized Websites Included

[www.BetterHealthIn31Days.com](http://www.BetterHealthIn31Days.com)

[www.BetterFutureStartsToday.com](http://www.BetterFutureStartsToday.com)

[www.BetterFutureStartsToday.net](http://www.BetterFutureStartsToday.net)

[www.FeelBetterIn30Days.com](http://www.FeelBetterIn30Days.com)

[www.OurQuestForHealth.com](http://www.OurQuestForHealth.com)

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