

# SHAKLEE 180 TESTIMONIAL SUBMISSION PAGE

- : Calling everyone who's on the path to a healthier weight and a healthier life through Shaklee 180!
- Our Marketing and Web Design peeps have put together a very simple way for you or anyone in your group to submit their Shaklee 180 Before & After Success story to Shaklee. We'll be reviewing these stories regularly, and if we choose your story for use in a Shaklee publication, we'll contact you and send you the Shaklee Life Plan of your choice! FREE! (See details on the submission page.)
- Please make sure the groups you are guiding know about this easy to use online tool and coach them in creating compelling Before and After photos (Hint: Take Before photos intentionally, per the advice on the submission page, and take them right away, before significant results can be seen! Then submit both Before & After at the same time.)
- [Before & After: Product Success Stories - Shaklee Marketing](#)
- The Shaklee 180® program is the beginning of your journey to a leaner, healthier, and more energized you. And we want to celebrate your success. Share your story at...

marketing.shaklee.com

francine

## This is a post from our CEO, Roger Barnett:

So I just got off a plane from San Francisco to Zurich. I'm going to the world economic forum in Davos which gathers leaders of the top companies in the world, along with heads of state and academics to talk about how to make the world a better place.

There are always interesting people on that flight. A software entrepreneur who owns a major sports franchise and I recognize each other and start talking.

He says I've seen you in Davos over the last 10 years and you haven't aged. What's your secret. Of course I say Shaklee.

We then have a whole conversation about the life plan. He says he's never taken vitamins before, but insists on giving me his address to send him some. Then another guy who is one of the most senior executives for the largest firm in Silicon Valley starts asking questions and wants to get the vitamins as well.

We all go to sleep. Then after the 11 hour flight, as we are disembarking, the guy in the row behind us comes up unsolicited and says I couldn't help but overhear you talking about how great your vitamins are, how can I get some?

Two lessons. 1. Always talk about Shaklee - you never know where it will lead. 2. People want what we offer. To feel, look, and live younger longer. I am grateful to all of you for sharing this gift with so many every day!

francine

Another clever FB post from Michelle Parrott

News channels / social media have you too amped up to sleep? I've got your back!

angie

# sleep

which solution is right for you?



## OsteoMatrix

One of the leading causes of sleep issues (falling asleep, staying asleep, restless leg syndrome, leg cramps) is a calcium & magnesium deficiency. These deficiencies are common with the American diet and can also be a side-effect of many medications. If you have a deficiency, you may see a lot of additional side benefits to giving your body what it needs.

Children having trouble sleeping? This could also be an issue for them! Also helps with night terrors and growing pains.



## Gentle Sleep Complex

Does your mind race before you go to sleep? Do you have trouble staying asleep? Are you tired of sleep aids with side effects? Gentle Sleep Complex is a signature combination of valerian root, passion flower, and German chamomile. Whether for daily use or as needed, this formula relaxes nerves and muscles and can help quiet your mind for a restful night.



## Stress Relief Complex

Is stress keeping you up at night? Anxious thoughts? Stress at work? Often used during the day, this great combination of ashwagandha, L-theanine, L-tyrosine and other herbs can also support the body's response to stress to allow you to get a good night's sleep. Stress is already taking a toll on the body—make sure to get the sleep you need to recover.

## LAUNDRY DETERGENT

could it be keeping you up at night? The chemicals in your detergent (yes even in a "free and clear") can effect sleep in adults and children!



Breathing or Sleep Apnea keeping you awake? Try Alfalfa Complex!

When you become a Key Coordinator ...

You will receive a beautiful gold women's bracelet elegant and men's watch ...

And

You will be invited into the Circle of Excellence joining other Key Coordinators on their journey to Master. ang



# Gratitude

Without gratitude ..

What was extraordinary yesterday .. becomes ordinary today.

Without gratitude ..

a sense of entitlement takes over and begins to rot our soul.

Without gratitude..

we get old and grumpy .. or even young and grumpy.

Gratitude keeps us young.

It anchors us to the present moment.

It reminds us of what matters most and what matters least...

and fills us with the resolve to carry on the great mission God has entrusted to us.

angie

From Resisting Happiness by Matthew Kelly.

# Ongoing Promotions...

GREAT NEWS!! Our Healthprint Special Offer is EXTENDED thru Jan. 31st!!

Do your Healthprint again or for the 1st time - if you purchase the Middle or Large product **packages (or choose your own products that equal the \$\$ amount of the Middle or Large package)** you will receive a FREE Product based on your #1 Health goal!!

Order the Large package or the equivalent \$\$ amount and receive the FREE products AND up to \$20 off shipping!!!

This is a GREAT time to save!!   becky



**HEALTHPRINT™**

**Shaklee Healthprint™**

Get your personal plan.  
Feel better in 30 days.  
Guaranteed, or your money back.

**FREE PRODUCT  
FREE MEMBERSHIP  
FREE SHIPPING  
W/QUALIFYING  
PURCHASE**

**Shaklee has created a BRAND NEW  
Shaklee 180 Starter kit!!**

This kit includes:

- 2 Life Shake Canisters
- 30 day Vita Lea
- 30 day Metabolic Boost
- 1 box of Snack bars

**For \$150!!!**

The Starter Kit will be offered thru 1/31/17.



**So.... When you put the Shipping deal and the Shaklee 180 Starter kit deal TOGETHER,  
Someone could order the New Shaklee 180 Starter kit and receive:**

- A FREE Membership
- AND possibly FREE Shipping thru 1/31 IF they use the Healthprint special mentioned earlier.
- SPECIAL ITEM CODE THAT IS CUSTOMIZE-ABLE ( choose your flavors) ONCE IN YOUR CART:  
#89426. You can also find this Starter kit under the Healthy Weight tab (within the Shopping tab) in the Member Center or within your personal Shaklee Website

becky

Free Membership AND Free SHIPPING  
With \$150 Starting Order til 1/31/17



**KICK OFF YOUR  
FIT FOR LIFE  
JOURNEY TODAY.**

UP TO \$20 OF FREE STANDARD SHIPPING +15% OFF (SRP)  
WHEN YOU JOIN WITH AN ORDER OF \$150

OFFER ENDS 1/31. CONTACT ME FOR DETAILS.

 Shaklee

becky

# POWER BONUS for ALL Distributors and Above



**From NOW until 3/31, every distributor and above can achieve Power Bonuses!!**

For every 15 points, you can earn \$150 (paid weekly)!! No limit for how many Power Bonuses you can receive thru 3/31!! Already in a Power Bonus phase – you get to add 3 months!!

becky

15 Points	Sponsor someone with a 750 PV Super GOLD PAK
<b>10 Points</b>	Sponsor someone with a 500 PV GOLD Plus PAK
<b>5 Points</b>	Sponsor someone with a 250 PV GOLD PAK
<b>3 Points</b>	Sponsor someone with a Life Plan or Turnaround Kit
<b>2 Points</b>	Sponsor a Member or Distributor w/100PV product purchase or more
<b>1 Point</b>	Sponsor a Member or Distributor w/50-99PV product purchase

## Becky's January Healthprint and Promotions Program

- Calling customers (even if I have to leave voicemails) to remind them about the Healthprint special and the Shaklee 180 Starter kit special
- Starting with the people who HAVEN'T ORDERED IN 3 MONTHS OR MORE.
- I mention that if they have friends that may be interested in Shaklee, that we have our Membership offer with up to \$20 off shipping with a \$150 order available thru the end of the month as well.
- If I can talk with them, I tell them the major details about each special and ask if they are interested in any of them.
- When interested, I give them full details of the special offer. If I am leaving a voicemail, I won't go into all of the details, but give enough info that they have an understanding about the special offer.

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

Session 2

## Best Resources – What they are and where they are

Winter/Spring 2017

# Reaching Higher

# Our Strategy Forum Team Winter 2017



Master Coordinator  
Barb Lagoni



Senior Coordinator  
Becky Choate



Key Coordinator  
Margaret Trost



Key Coordinator  
Lisa Anderson



Senior Director  
Angie Thomas



Director  
Francine Roling

# Objectives Winter Semester 2017

## Thinking Bigger ... Reaching Higher

In this Winter 2017 semester, we are preparing ourselves to:

- Expand our thinking
- And see the possibilities that lie within each of us... including picturing ourselves achieving the ranks of Executive and Key Coordinator. becky

Words for our Goal Boards--

**Stretch**



**Simplify**

# S-T-R-E-T-C-H

Everything you've ever wanted in your life is an  
arms length away ...

just on the other side of your fear.

Sometimes the things that you're most afraid of doing,  
are the very things that will set you free.

Strength doesn't come from what you CAN do.

It comes from overcoming the things

you once thought YOU COULDN'T. becky



From Bob Heilig

## Objectives Session 2 – Best Resources – What they are .. Where they are



We expand our businesses 2 ways...

1. Developing a solid customer base of loyal, life-time product users,
  - who have been educated about Shaklee products and science
  - who have been given great service
2. Assembling our team of business leaders

We have more resources today to help us accomplish this than ever before ..  
LOTS of resources... The purpose of today's session is to identify those tools  
our growing leaders find the most effective ... becky

# Know Your Go-To Materials and Tools

- Knowing the best most effective tools **saves time** .. Ours and our business partners .. We are listing the websites, materials and videos we use the most.
- Use of videos, power points, etc, are easy for our business partners to use, too . Being **duplicable** is a basic tenant of our business
- We select materials that are attractive and contemporary... especially those from Shaklee in the “ New Tools” section on MyShaklee Home Page
- BetterFutureStartsToday.COM archives TRAINING webinars
- BetterFutureStartsToday.NET archives materials for developing business leaders
- BetterHealthin31Days.com archives product information  
Subscription information at <http://bit.ly/bhsubscribe>

Lisa

# Today we will focus on resources to help us in 4 key areas of a growing business

Tools and resources for :

1. Prospective customers
2. Prospective business partners
3. Moving distributors from Interested to Committed
4. Leaders benefitting from coaching

becky



# Resources for Developing Customers

- To introduce Shaklee products and Science to new customers or to send in follow-up after a conversation: **Shaklee.TV**
  - Shaklee Difference, Life Plan, Get Clean/Healthy Home, specific products, Bruce Daggy, PhD, Vitalizer, MindWorks, Joint Health Complex, Imagine a Leaner, Healthier You, Shaklee 180; HealthPrint, Shaklee Life Shake, Vitalized Immunity, Shaklee Kids)
- Next... to teach them a little more .. Learn and Earn Programs  
Product/Health Education: **BetterHealthin31days.com**
  - Top 10 Reasons To Choose Shaklee, Walk Through the Product Guide, How a Great Supplement is Born Dr Colby, Healthy Home..Healthy You, You Are What You Eat ( great for feeding kids well ),

lisa

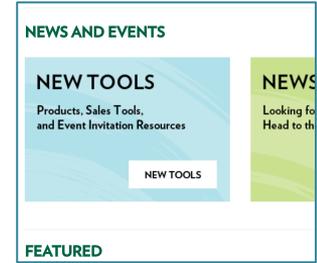
THE SHAKLEE DIFFERENCE™

Safe. Proven. Guaranteed.



# Customer Development Resources continued

- **New Tools MyShaklee.com home page** – ( beautifully presented)
  - Product information sheets
  - Shaklee Difference literature
  - Shaklee 180 Starter Kit information
- **Shaklee Product Guide** ( Time Line, Clinical Research -
  - digital Product Guide Becky sends with every intro pack to prospective new customer ( access from Personal Website )
  - physical Product Guide book -- sticky notes on favorite product pages and presentations(See Fall 2016 BetterFutureStartsToday #14 Dec Putting it All Together into a System) lisa



# Resources for Customer Development continued

- Shaklee Hotline News and Podcast – MyShaklee.com home page
  - --Subscribe to be notified of new additions
  - You can send separate segments of podcast ... Science Talk, Product Profile, Sales updates ,
- Shaklee Social – professional , attractive social media content
  - Subscribe ( free) and connect to your Personal Web Site
- HealthPrint – First log in to your Personal Shaklee Website and then send links to your Healthprint from there so all product information and ordering links back to your PWS lisa

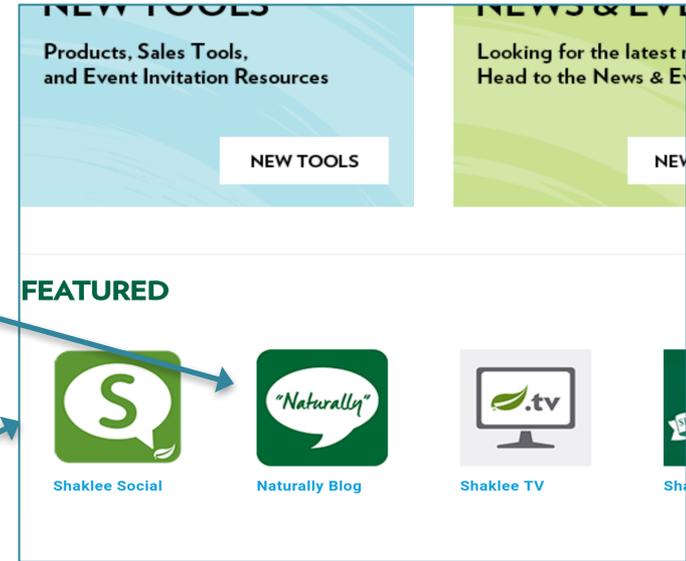


# Health Resources & Articles

- Shaklee Blog --Naturally
- Health Tips from the Professor  
<http://healthtipsfromtheprofessor.com/>
- Shaklee Social for social media sharing

We can send disease and health condition information separately from these generic websites .. Then follow in separate FB post or email with Shaklee product information .

lisa



My Shaklee.com  
home page

# examples

New Member:

She is in Menopause and bought Life Plan

Sent: Shaklee Difference (sh.tv), Life Plan (sh.tv)

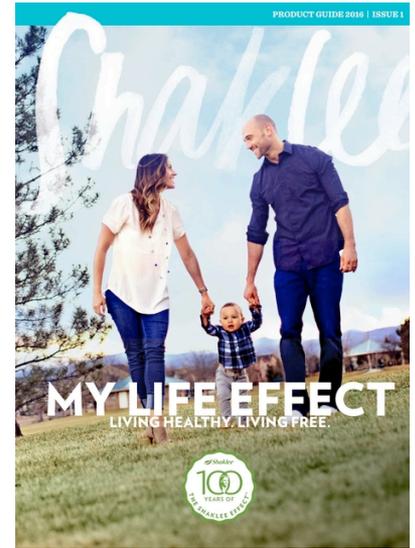
Walk Through Product Guide (Better Healthin31Days)

Next I will send Exploring Shaklee Business & Product Overview – Lisa Anderson  
(Better Future.NET)

Menopause Without Medicine webinar (Better Healthin31Days.com/\_\_\_\_)

She is now doing the Earn & Learn program

lisa



## examples

I had an in home Sat.3 attendees filled out interest sheets asking for info on  
#1 Get Clean & 180 info

I sent: --Shaklee Diff, Shak 180 video (sh.tv), both Get Clean videos (sh.tv)  
-- offered webinars on the topics, need to follow up

#2 Enfuselle, 180 & Get Clean

Sent same as above but added Enfuselle video (sh.tv)  
also offered webinars

#3 General nutrition and 180 info

Sent Shak diff, Shak 180 and Life Plan from (sh.tv)  
offered webinars. lisa

My go to general overview webinar is the Exploring Shaklee video from Better Future

I always send Shak Diff video to everyone

I send Healthy Home Healthy You webinar to people that want webinars on nut & Get clean (better health)



## Example after potential member conversation



- Your story...written or a video version
- Healthprint link – either yours or your upline’s
- Shaklee Difference video from the Shaklee.tv site  
<http://shaklee.tv/chapter-2-the-shaklee-difference>
- One or more of the Shaklee Effect videos – may be different depending on life stage
- Digital Catalog link of our Shaklee Product Guide:  
<http://www.nxtbook.com/nxtbooks/shaklee/2017productguide/index.php?startid=Cover1&lre=1:choate&lnkparams=%3FCMP%3DRAC-IZ7434764357&WidgetId=null&BookId=87deb4acf9d75bf7a4ae32f5ba6bfcd>
- Your website link so they can order if they would like
- Brief explanation of the different pricing
- Ways to get a Free Membership – any current specials

becky

# Feed Prospective Customers and Business Partners One Morsel at a Time

- We have so much information .. Resist dumping it all over them at once !!!
- So set up a schedule of what you are sending .. Keep track in your Working Folder .. ( contains names to contact this week, their contact information, calendar of events you have scheduled & what you have sent )

BetterFutureStartsToday .com:

8 Weeks to Director #6 Servicing our Customers

See Strategies Forum -- Putting It All Together #14  
Fall 2016 Systems webinar

Becky

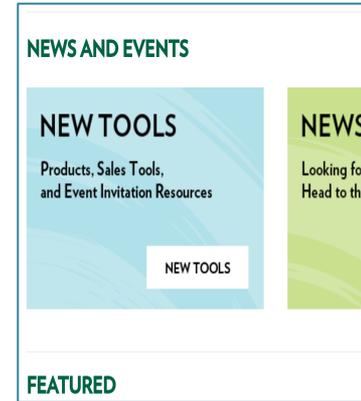
Getting Off to a Strong Start  
Week 1  
January 28, 2016

8 Weeks To Director  
Shaklee Business Training 2016



# Resources for Identifying Business Partners

- **New Tools** on Home page MyShaklee.com
  - most current materials
  - with contemporary graphics and information
  - Shaklee Difference PPT
  - Opportunity PPT and resources
  - Incentive trip videos, power points
- Opportunity webinars: **BetterFutureStartstoday.NET**
  - Exploring Shaklee– Product & Business – Lisa Anderson
  - Power of Our Profession
  - Be Part of the Effect ( Ashley McDonald, Lisa Anderson, Megan Densmore, Jen Morris, etc )
  - A Day in The Life of Shaklee Distributor – Katie Odom & Ashley McDonald



# Resources for Prospective Business Partners continued

- Shaklee.TV ( subscribe free for notifications )
  - Presenting the Shaklee Opportunity video ( there are several mini-versions ( Community, Support, You Can Have It All, ) and 1 long version with all combined )
  - Shaklee Effect video stories
  - How the Shaklee Business Works
- Shaklee University –
  - Harper Guerra story

To use in presenting business information and planning

- Dream Plan Brochure
- Ways to Join Brochure
- Shaklee Gold Paks .. Shaklee.TV
- Invite to team FaceBook page
- 3 way calls with uplines and/or Shaklee colleagues



becky

## Examples – new customer lead

( leads are given to Directors with personal websites, and actively sponsoring)

- New Member Appointment ( see archived webinars)
- Sent Shaklee Difference ( sh.tv 2.5 minutes) and Walk Through Product Guide webinar ( Better Healthin 31Days)
- Received newsletter and inquired about becoming a distributor
- Next I sent: Exploring Shaklee webinar -- Lisa Anderson overview 30 minutes (Better FutureStarts Today.NET)

Presenting the Shaklee Opportunity 40 min (Sh.tv)

Or shorter opportunity video if only slightly curious

( short video clips underShaklee Opportunity tab )

Shaklee.TV

- Set up appointment to discuss details of business plan

lisa

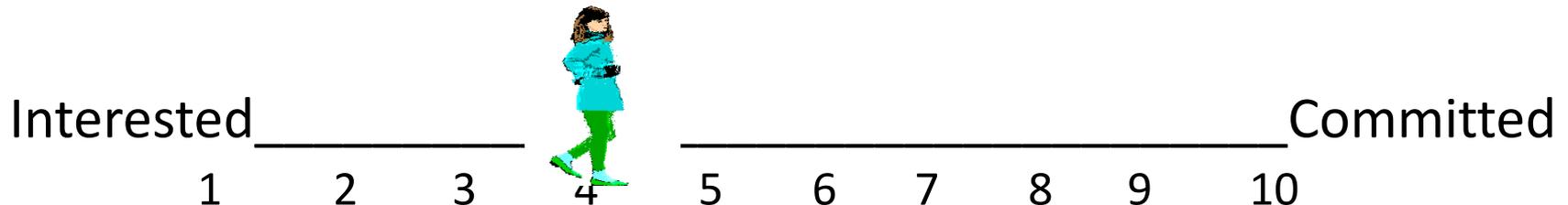


# Resources Critical for Moving Our New Distributors From Interested to Committed – the Evaluation Period

The leader needs to stay close during this period and connect them to the community & expose them health & business success stories.

- Accountability or Coaching Circles
- Attending local, regional and Shaklee Live Global events
- Team FaceBook group pages build community

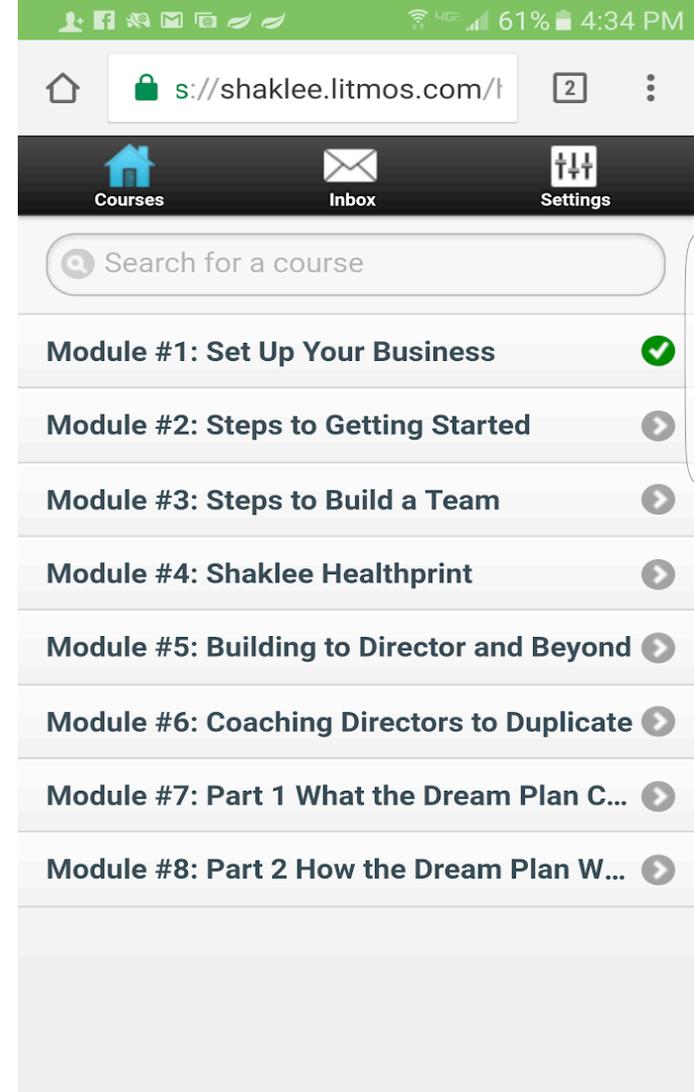
becky



# Resources for Moving Distributors from Interested to Committed

- Shaklee University
- Shaklee Effect stories – Shaklee.TV – shows heart of Shaklee..

Ashley McDonald, Jen Weigel ( working professional ),  
Moyra Gorski ( mom with teens ), Matt and Diana Miller ( young mom ) ,  
Keejara and Jan ( mother/ daughter team), Ortiz family \* \* \* ,  
Allison Chuggerman, Harper Guerra ( young mom ) ,  
Shaklee Effect video, Maggie mother of 5,  
Rick Seymour, etc lisa





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lisa

# SHAKLEE UNIVERSITY MODULES



Live Session



Collapse Menu

COMPLETE



Module #1: Set Up Your Business



Module #2: Steps to Getting Started



Module #3: Steps to Build a Team



Module #4: Shaklee Healthprint



Module #5: Building to Director and Beyond



Module #6: Coaching Directors to Duplicate



Module #7: Part 1 What the Dream Plan Can do for You



Module #8: Part 2 How the Dream Plan Works



## Best Resources for Coaching continued

- Weekly coaching calls with upline or Coaching Circle
  - *Rock Your Network Marketing Business* – Sarah Robbins
  - John Maxwell books
  - Bob Heilig Podcasts and website
  - *The Gifts of Imperfection, Rising Strong, Daring Greatly* by Brene Brown
  - *Go for No* by Richard Fenton and Andrea Waltz
  - *Playing Big* by Tara Mohr
- becky

FREE MP3 DOWNLOAD

4



**MENTAL ENEMIES  
OF SUCCESS**

DEVELOP THE MINDSET OF A TOP  
EARNER... TODAY!

**WARNING: THIS TRAINING IS FOR LEADERS ONLY!**

# Action

- Make a list of people that fall in the 4 categories of engagement in Shaklee ...
  1. Prospective customers
  2. Prospective business partners
  3. Interested .. Not yet committed
  4. Leaders benefitting from coaching
- Select the resources you will want to use / send .
- Begin making next contacts.
- Set goal to accumulate 15 sponsoring points to earn a Power Bonus in January .. All distributors are eligible. Offer extends to March 31.. No limit on bonuses earned.

becky



 Shaklee

# January/ February Strategy Forum Schedule

Tuesday Jan 24 – Best Resources – Tools and Materials  
to Help Us Build

Tuesday Jan 31 – The Leader Within– Margaret Trost



Tuesday February 7 –Charlene Fike, Presidential Master  
Coordinator –Money Wise – Understanding the Financial  
Needs of American Families Shaklee can help solve.

Tuesday February 14 – Master Coordinator Laura Evans –  
A Shaklee Flip Flop CEO ...

February 21 –  
February 28 --



# Archived Webinars for Customer Development

From [www.betterfuturestartstoday.com](http://www.betterfuturestartstoday.com) / \_\_\_\_ (Your name)

- 8 Weeks to Director #6: Servicing our Customers
- 100 Days to Amazing: Role of Leader in Serving Customers
- New Strategies for Building a Shaklee Business #1: In Home Events
- Shaklee Strategies Forum Fall 2016 #11 Putting your Passion in its place & Discover Shaklee Event
- 100 Days to Amazing: Customer Incentives and Rewards
- Shaklee Strategies Forum Fall 2016 #2 Back to School Products
- Shaklee Strategies Forum Fall 2016 #6 Immune Product Collection
- Shaklee Strategies Forum Fall 2016 #8 Strategies behind 5 Day Reset & Detox
- Shaklee Strategies Forum Fall 2016 #10 Products for Healthy Digestion
- Shaklee Strategies Forum Fall 2016 #13 Products for Mind, Mood & Stress

## Webinars on Prospecting for Business Partners –

From [www.betterfuturestartstoday.com](http://www.betterfuturestartstoday.com) / \_\_\_\_ (Your name)

- Shaklee Strategies Forum Fall 2016 #4 Laura Evans – Corporate Executive to Master Coordinator
- Shaklee Strategies Forum Fall 2016 #5 Charlene Fike – How Shaklee Business funds Non-Profit work
- Shaklee Strategies Forum Fall 2016 #9 Harper & Ryan Guerra Story
- 8 Weeks to Director #5: Identifying Business Partners
- Journey to Executive Coordinator #3: Prospecting 101
- 100 Days to Amazing Fall 2015: The Role of the Leader in Moving People from Interested to Committed
- 100 Days to Amazing Fall 2015: Understanding the Value and Appeal of Home Businesses in Today's Economy
- Any of the Power of the Profession Webinars

# Additional Resources to Learn Prospecting

- From [www.BetterFutureStartsToday.com/](http://www.BetterFutureStartsToday.com/) your name
  - 8 weeks to Director #2: Communication Skills
  - New Strategies for Building a Shaklee Business #4: Taking Conversations Off-Line
  - 8 Weeks to Director #6: Servicing our Customers (Referrals section)
- Shaklee University Module #2 – suggested scripts; how to get the conversation started; how to share a video; conversational approaches

# Webinars for Getting Your Business Started

- All Modules of Shaklee University: #1-#8

From [www.betterfuturestartstoday.com](http://www.betterfuturestartstoday.com) / \_\_\_\_ (Your name)

- 8 Weeks to Director: #1-#8
- New Strategies for Building a Shaklee Business #4: Taking Conversations Off-Line
- 100 Days to Amazing #12: The Art of Closing and Next Steps
- 100 Days to Amazing: Role of Leader in Serving Customers
- 100 Days to Amazing Fall 2015: The Role of the Leader in Moving People from Interested to Committed
- New Strategies for Building a Shaklee Business #1: In Home Events
- Shaklee Strategies Forum #12: New Directors Take Off Plan
- Shaklee Strategies Forum Fall 2016 #14 Putting it all together into a System

# Archived Webinars for Organization

From [www.betterfuturestartstoday.com](http://www.betterfuturestartstoday.com) / \_\_\_\_ (Your name)

- 8 Weeks to Director #1 Getting off to a strong start
- 8 Weeks to Director #7 The Power of the Plan



**“Your future life will be exactly  
what you decide to make it.”**

**— Dr. Forrest C. Shaklee**



# Recommended Reading

- Brene Brown – Rising Strong
- Brene Brown – Daring Greatly
- Tara Mohr – Playing Big
- John Maxwell – How Successful People Lead
- Miracle Morning
- Flip Flop CEO

# Previous Webinars & Resources on Getting Un-Stuck

- *The 21 Indispensable Qualities Of A Leader:*  
*Becoming the Person Others Will Want to Follow* by John Maxwell
- 100 Days to Amazing #14 – Perseverance Dec 2015 with Margaret Trost

# 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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- And much, much more for only \$16.99/month



**Limited Time Special - Subscribe Today here: <http://bit.ly/bhwebinarspecial>**

How we spend our days is how  
we spend our lives.

What we do with this hour and  
with that one,  
is what we are doing.

*-Annie Dillard*

A good life is when you...  
assume nothing,  
do more,  
need less,  
smile often,  
dream big,  
laugh a lot,  
and realize how blessed you are.

"A leader can't be talented and skilled at everything. Nobody is.

Being a real leader doesn't mean you're the one who knows how to do it all.

It means you're the one who knows how to get it done.

How to get it done always means working with the talent and skills of others." John Addison



# Year of the Rooster

The Rooster .. Wakes people up.

Qualities of “Rooster” people:

- beautiful,
- kind-hearted,
- hard-working,
- courageous,
- independent,
- humorous
- and honest.

Sounds like us!