

Ongoing Promotions...

GREAT NEWS!! Our Healthprint Special Offer is EXTENDED thru Feb 28, 2017!

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!! fran



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 2/28/17.



**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 2/28 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 fran

Report from Masters Summit 2017

Roger – “ The world has awakened to Shaklee.
It is our time to take the market.”

2 World Trends

1. Prevention -- There would be no health care crisis if we could learn how to keep ourselves well ... no one knows that better than Shaklee .. Our mission for 60 years.
2. Widening disparity between the very rich and poor. World Economic Forum -- we need to find ways for all people to make a good income.

Master's Summit 2017 – Report #1

Roger – “We are picking up the pace”

The company is focusing on 3 areas this year ...

1. Exceptional value for our customers

- Major new innovative products coming.
- Excellent materials to help us share a specific health topic every month to continually service and educate existing members as well as to attract new members and distributors.
- Shaklee Social content
- Loyalty program
- Using technology for exceptional follow up and service.

And lots more.

Roger Report -- Picking up the Pace in 3 areas

2. Exceptional value for our distributors ...

more incentives, appreciation and recognition

3. Become THE LEADER in digitalization – soon all platforms integrated .. Personal Websites, Shaklee Connect Mobile, MyShaklee.com, Shaklee Social, etc



Becky Choate - 3 Year Income Report

CORRECTED (if checked)

PAYER'S name, street address, city or town, province or state, country, ZIP or foreign postal code, and telephone no.
SHAKLEE CORPORATION
4747 WILLOW ROAD
PLEASANTON, CA 94588
925-734-3636

OMB No. 1545-0115
2014
Miscellaneous Income
Form 1099-MISC
Copies For Recipient

1 Items \$
2 Royalties \$
3 Other income \$
4 Federal income tax withheld \$

5 Fishing boat proceeds \$
6 Medical and health care payments \$

7 Recipient's identification number
8 Recipient's name
BECKY L & GREG K CHOATE
Street address (including apt. no.)
1641 S 10TH AVE
ELDRIDGE, IA 52748-9328

11 City or town, province or state, country, and ZIP or foreign postal code
12 Recipient's occupation
13 Excess golden parachute payments \$
14 Gross proceeds paid to an attorney \$
15 State tax withheld \$
16 State/Payer's state no. \$
17 State ID no. \$
18 State income tax withheld \$

Form 1099-MISC (keep for your records) www.irs.gov/form1099misc Department of the Treasury - Internal Revenue

Recap of 2014 Form 1099 Earnings 18,186.90
Bonus 10,749.90
Member Ordering Price Differential
Total Form 1099 Earnings 28,936.80

\$28,936.80

2014 - I was a Director and we had moved from Wisconsin to Iowa and I was doing my business all on my own. This was an INSIDE building year - I was changing my thinking and learning how to be a better leader.

2015 - I had gained two Directors ([Cassie Anderson](#) and [Francine Roling](#)) and their growing teams and was at the Senior Coordinator level. I worked regularly on my thinking and leadership skills and NOW those changes were evident on the OUTSIDE as well.

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Form 1099-MISC (keep for your records) www.irs.gov/form1099misc Department of the Treasury - Internal Revenue

Recap of 2015 Form 1099 Earnings 26,360.88
Bonus 13,481.02
Member Ordering Price Differential 50.00
Gold Ambassador Bonus
Total Form 1099 Earnings 39,899.90

\$39,899.90

2016 was a CHALLENGING year for us personally



- Greg's job was eliminated
- I was making trips to MO to see my ailing father 1-3x/month
- We sold our Iowa home and moved to VA
- My sweet father passed away on 9/14/16.
- We lived in an apartment for 6 months while our home was being built
- BUT because I have a TEAM, my income GREW!!



PAYER'S name, street address, city or town, province or state, country, ZIP or foreign postal code, and telephone no.		1 Rents		OMB No. 1545-0045	
SHAKLEE CORPORATION		\$		2016 Miscellaneous Income	
4747 WILLOW ROAD PLEASANTON, CA 94588 925-754-5636		\$		From 1099-MISC	
PAYER'S federal identification number		2 Royalties		4 Federal income tax withheld	
[REDACTED]		\$		\$	
RECIPIENT'S identification number		3 Other income		5 Filing bond proceeds	
[REDACTED]		\$		\$	
BECKY L & GREG K CHOATE		6 Medical and health care payment		7 Other	
Street address (including apt. no.)		[REDACTED]		[REDACTED]	
112 GLENEAGLES		8 State tax withheld		9 State/recipient's state no.	
City or town, state or province, country, and ZIP or foreign postal code		\$		\$	
SMITHFIELD, VA 23458-7166		10 State income tax		11 State income tax	
Account number (see instructions)		13 Excess golden parachute payments		14 Gross proceeds paid to an attorney	
[REDACTED]		\$		\$	
FATCA filing requirement		15 State tax withheld		16 State/recipient's state no.	
[REDACTED]		\$		\$	
16 State tax withheld		17 State/recipient's state no.		18 State income tax	
\$		\$		\$	
From 1099-MISC (keep for your records)		www.irs.gov/form1099misc		Department of the Treasury Internal Revenue Service	

Recap of 2016 Form 1099 Earnings			
Bonus	30,331.09	Transportation	
Member Ordering Price Differential	14,465.82	Subsistence	
Convention Income	3,499.88		
Gold Ambassador Bonus	150.00		
Total Form 1099 Earnings	48,447.51		

*** Convention Detail ***	Transportation	Subsistence	Total
Dream Trip	1,769.00	1,730.00	3,499.00
	1,769.00	1,730.00	3,499.00

A Direct Sales Business is a Smart idea – Especially for Women!

- “82% of women who earn \$100,000+ a year in the US have accomplished it thru Direct Sales.”
- “Each panelist pointed out that they started their businesses as a way for supplementary income and as a way to help others.”



Taken from 3/14 article from Pittsburg Courier

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

Session 5 Feb 14, 2017

Laura Evans

From Exec to Entrepreneur

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.
- **We will achieve these ranks by becoming an Executive Coordinator on the inside ... even as we assemble and empower the team that will take us there ... on the outside.**

Exciting new perks are coming from the company around these 2 ranks, starting with the automatic qualifying for Top Achievers Trip to CHINA and the Great Wall when we achieve Key Coordinator ..

But stay tuned ... more to come.

becky

Objectives #5 – Master Coordinator Laura Evans on from Executive to Entrepreneur

Today we will hear the inspiring story of former Executive VP at Shaklee, Laura Evans.... Who left that position to become a Master Coordinator .. Last year appointing 10 new Directors to her group.

- Laura will help us understand the power of residual income .. And understand that not all compensation plans in Direct Selling Industry provide that.
- We will explore how the culture of a company is reflected in its compensation plan .. A feature that makes us proud to share the Shaklee plan.
- We will be empowered to discuss the Shaklee business benefits with confidence and conviction as we assemble our teams to meet our goals.



Master Coordinator Laura Evans.
Architect of Shaklee Dream Plan

Inside the Dream Plan



Laura Evans, Executive to Entrepreneur

Shaklee's (next) Presidential Master Coordinator
CEO of \$3M business
6 figure Earner

**Has your life been hi-jacked?
What if ...**

Laura Evans



Size 10 to Size 2

- Shaklee 180 Turnaround



PRICELESS



PRICELESS



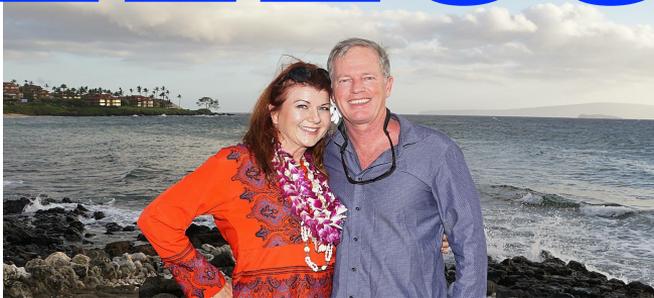
PRICELESS

PRICELESS





PRICELESS



Master Coordinator Pinning



What I wanted:

- Create my own schedule
- Be a business owner (FOMO)
 - Tax Benefits
 - Creativity
- Be PRESENT in all relationships
- Operate with Integrity
- Treat others how I want to be treated
- All expense PAID Vacations
- Full time 6 figure income with part time hours

What I looked for in a company?

High Steady Growth industry (not services/tech)

Proven Science of product effectiveness

Quality is #1 philosophy, backed with 100% guarantee anytime

Product formulas are proprietary (company owned) and patented

Variety of products

- Innovative science & heritage
- A company that is #1 in its field
- Stability, longevity, been around a long time
- Visionary Owner committed to personal family legacy
- No geographic boundaries
- International expansion opportunities
- DSA/ BBB member
- Rewarding Compensation Plan
- Business is a will-able, sell-able, asset of the business owner and developer

What I looked for in a compensation plan?

- Fair compensation at all ranks
- Cars & Trips at entry level ranks
- Sustainable income
- Leverage in plan of time/money
- Balance of working personal & depth
- BUILD IT ONCE

Background to designing the Dream Plan

- Several years studying other plans. Hiring compensation experts
- Chose the best practices consistent with our values and philosophy
 - balance of compensation for personal sales and leadership
 - cars and trips at early ranks
 - unlimited depth compensation
 - leadership development not required as personally sponsored
- What we didn't choose, plans which benefit company more than distributor
 - “binary” plan, forced 2 legs. Paid on weakest leg.
 - “unilevel” plan, rewarded for personal sponsoring. limited rewards on building in depth
 - “forced matrix” limits personal sponsoring and limits depth paid.

BONUS FAQ

What do you do?

- Keep it simple
- Goal is to get them to ask you more questions. The more said, the less need to ask
- Example:
 - Answer: Own my own business
 - Next question: “in what?”
 - Answer: (whatever pain point is for the audience)
 - such as... helping people have more energy and more time to enjoy life
 - Next question: “how do you do that?”

Quantify your business

- Annual revenues, how to calculate:
 - Monthly OV x 12 months = Annual OV

ex: $100,000 \times 12 \text{ mo} = 1,200,000$

multiply by 1.5 to account for retail
price and pv difference

ex $1,200,000 \times 1.5 = \$1,800,000$

Are you a Six Figure Earner?

If you earn a check of \$8,333

or average check of \$8,333

then you are on track $12 \text{ mo} \times 8,333$

Valentine's Action Message ...Let's put some love into our actions this week.

2 weeks to reach our goals for February ...

ex -- 1000 NEW PV

-- sponsor 3 new members each week

- Offer Health Print to 10 people over next 2 weeks.
 - Make note of their top 3 health goals and begin sending them information on one at a time.
 - Schedule 4 events over next 2 weeks (2 events/ week) ... on topics important to your Health Print customers ...
 - Share your health story and your business story at every event ...
 - Follow up with New Member Appointments and show benefits Laura laid out today.
- angie



February/March Strategy Forum Schedule

5 Tuesday February 14 – Master Coordinator Laura Evans –
from Executive to Entrepreneur

#6 February 21 – Marjorie Fine, Senior Executive VP Shaklee Legal

#7 February 28 – John Maxwell Leadership Concepts
with Rebekah Joy, Leadership & Personal
Development Coach, Trainer, & Speaker with
the John Maxwell Team

#8 March 7 – Barb Behar, Master Coordinator
Money Wise –
What Your Bonus Check Can Do

#9 March 14 –





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

— Dr. Forrest C. Shaklee

“Our deepest fear is not that we are inadequate.

Our deepest fear is that we are powerful beyond measure. It is our light, not our darkness that most frightens us.

We ask ourselves, Who am I to be brilliant, gorgeous, talented, fabulous? Actually, who are you *not* to be?

You are a child of God. Your playing small does not serve the world. There is nothing enlightened about shrinking so that other people won't feel insecure around you.

We are all meant to shine, as children do.

We were born to make manifest the glory of God that is within us. It's not just in some of us; it's in everyone.

And as we let our own light shine, we unconsciously give other people permission to do the same. As we are liberated from our own fear, our presence automatically liberates others.”

Marianne Williamson (Nelson Mandela Inauguration Speech)

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



***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



5 Personalized Websites Included

www.BetterHealthIn31Days.com

www.BetterFutureStartsToday.com

www.BetterFutureStartsToday.net

www.FeelBetterIn30Days.com

www.OurQuestForHealth.com

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