

FaceBook Post of the Week --From Emily Bean



Vitamin A
in 1/2 cup brussel
sprouts

Vitamin C
in one orange

Vitamin D
in 5 1/4 cups
fortified milk

Vitamin E
in 4 servings of
dry-roasted
almonds

Vitamin K
in 1/4 cup
broccoli

Vitamin B-12
in 2.5 servings
top sirloin steak

Iron
in 1/2 cup
chickpeas

Folic Acid
in 4 cups
of cooked
green peas

Niacin
in one
chicken
breast

Riboflavin
in 3 1/5 cups
yogurt



Thiamin
in one cup
of fortified
cereal



Biotin
in one dozen
eggs



Pantothenic Acid
in two cups
of mushrooms



Calcium
in 1 1/5 slices
of cheese



Magnesium
1/2 serving of
mixed nuts



Selenium
1 1/4 cups
brown rice



Vitamin B6
in 5 bananas



Zinc
in 1 1/4 cups
kidney beans



Copper
in one cup of
cooked lentils



Chromium
in 3 3/4 glasses
of grape juice



Iodine
in one baked
potato



Manganese
in 1/4 cup
pineapple

**Do you have a picky eater?
Would your child eat all this?**

What about two of these?



Integrated Wellness PROGRAM

But you weren't sure what products
to go with or how to start?

HAVE YOU THOUGHT
OF INTEGRATING A
WELLNESS PROGRAM
INTO YOUR PRACTICE?

WHY

Well.

It's an integral piece
of the whole puzzle
which most businesses
tend to leave out.

Let's Chat!

Over a matcha latte
or a dirty chai latte
I won't bite

We have partnered with the #1 Nutrition Company in the U.S.

Shaklee was started by a chiropractor!
We are celebrating 100 years of innovation.
Shaklee has over 100 scientific publications -
90 Plus in peer-reviewed journals!

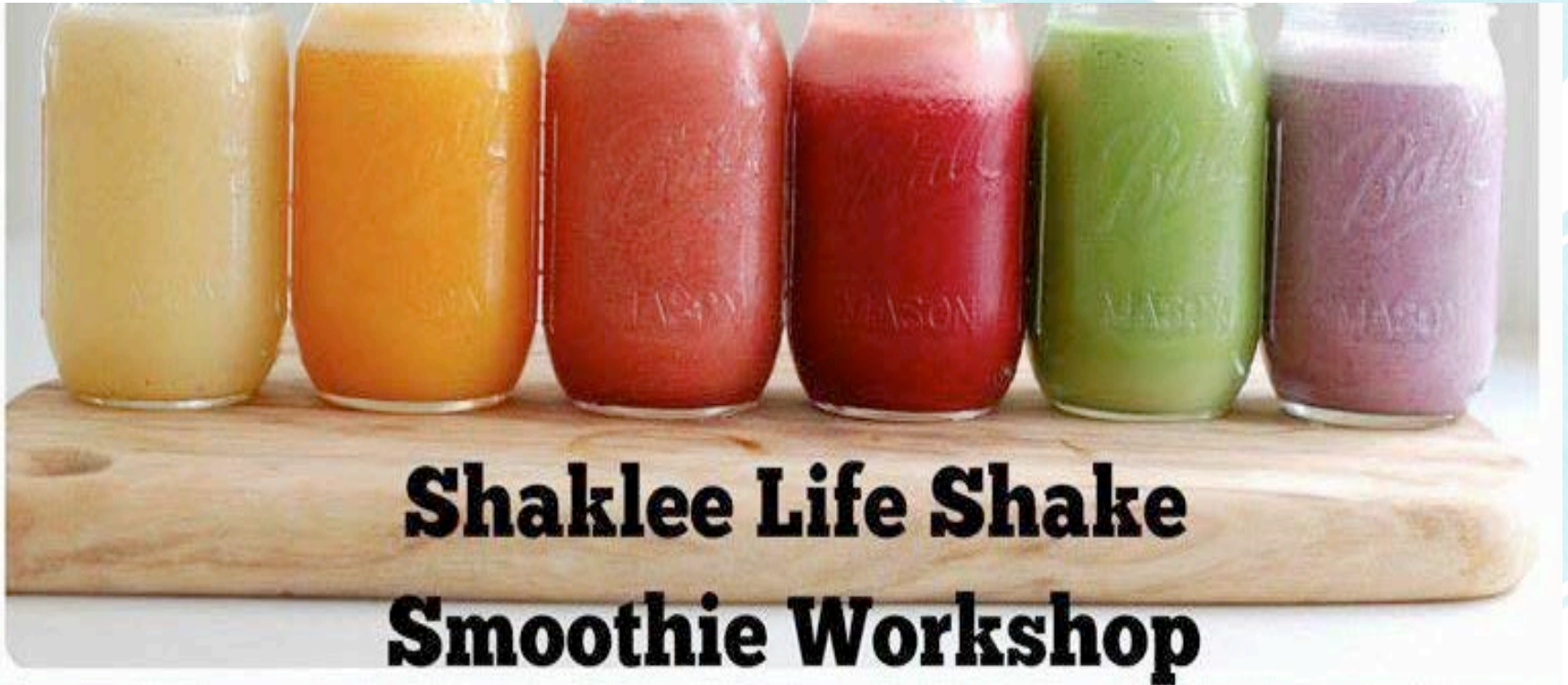


#SHAKLEEINTEGRATEDWELLNESS

 Shaklee®

Live
2015

From Angie Thomas



Shaklee Life Shake Smoothie Workshop

14 Meals, Under 2 hours, About 250 Calories Each,
\$3.57 Per Meal

"Welcome Shaklee Members! We are so happy you are here! This is an awesome place for you to ask questions about your Shaklee products, find out more, and participate in some awesome monthly promotions! Here's one of our favorite webinars called the Top 10 Reasons for choosing Shaklee! Just click the link. We are so happy that you are apart of our Shaklee Family!"

lisa



Just
drop,
drink,
and
enjoy!

#StayHealthy

 **Shaklee**

 | 

Mariesa Ubowski

August 23 at 2:17pm · Highlands Ranch, CO

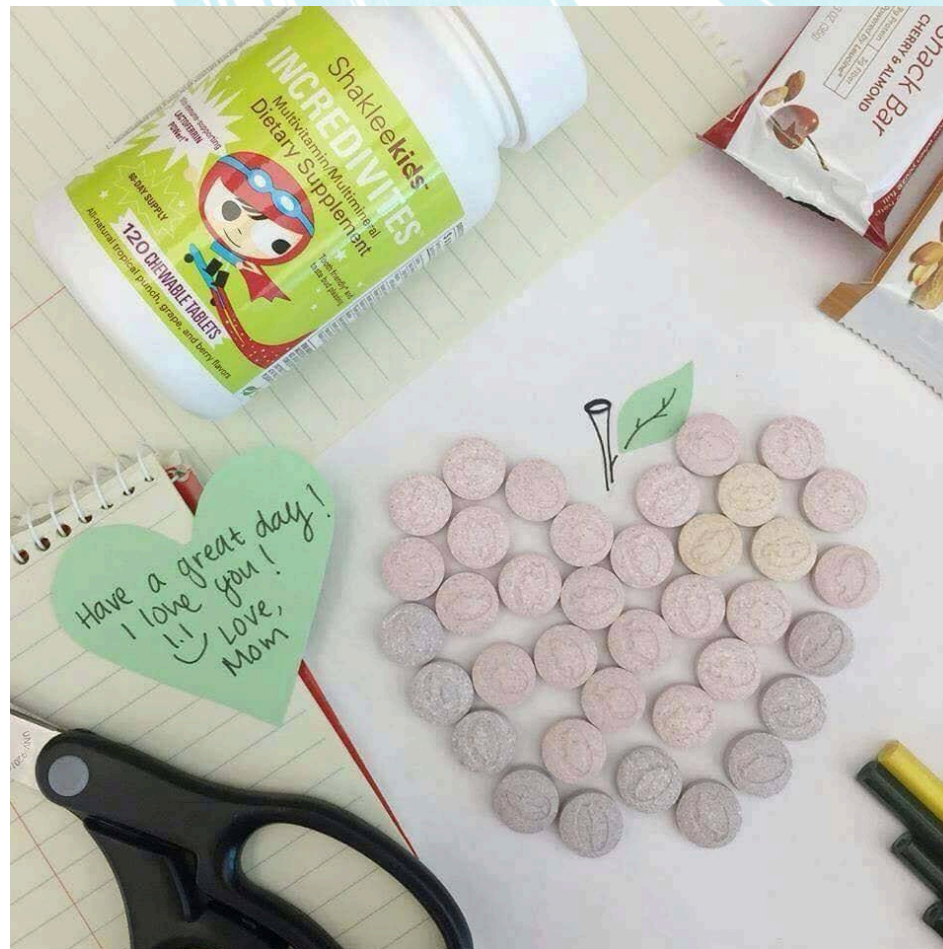
Shake, shake, shake it off (the pounds that is!) Ready for our back to school with Shaklee and our brand new Ninja!! (Score! Mega Ninja on sale today at Target! There's an extra coupon on cartwheel too!!) 😊



[Lisa Hartnagle Anderson](#)

[September 6 at 12:38pm](#)

Here's to a healthy school year! Best children's multi ever!



Hello Shaklee Family! We are super excited to share a special member promotion for the month of September!

This promotion is all about helping our kids stay health and strong while going back to school!

All you have to do is order one of these packages and then let your business leader know and they will get you your free Vitalizing Immunity!

Also, you can let them know if you are interested in listening to the online health talks and earning \$25 in product credit as well!

We have some amazing talks to choose from. Feel free to share with your friends. Everyone wants healthy kiddos!

lisa

Back to School free products Promo

Back to School Pack

(order & earn free Vitalized Immunity valued at \$26.10)= \$75.80*

Increditives
Mighty Smarts
Optiflora

Back to School Pack Super Charged

(order & earn free Vitalized Immunity valued at \$26.10)= \$157.40*

Increditives
Mighty Smarts
Optiflora
2-180 Smoothees (30 days of super breakfasts!)

Back to School Pack & Care for Mom

(order & earn free Vitalized Immunity valued at \$26.10)= \$155.05*

Vitalizer with iron
Increditives
Mighty Smarts
Optiflora

Shakleekids™
Supersmart. Supersafe. Supernutritious.

The world's best
children's supplements

Shaklee
Creating Healthier Lives™



* shipping + tax additional

Back to School Collections

lisa

For Younger Children

For Immune Health 53 PV

Increditives 20 PV

Opiflora Caps 15 PV

Chewable C 18 PV
(or Vitalizing Immunity)

For Older Children, Teens, College – who can swallow pills

For Immune Health 53 PV

Vita Lea 120 18 PV

Vita C 16 PV

Optiflora Caps 15 PV

Germ Off Wipes 4 PV

For Academic Support 49 PV

Mighty Smarts 16 PV

Shaklee Life Shakes 28 PV

Non-Toxic Basic H 5 PV

Academic Support 57 PV

B Complex 120 16 PV

Omega Guard 13 PV

Shaklee Life Shake 28 PV

** optional ... Mind Works

Facebook Group for Members-

Stephanie Bruce

Guys!! This group is taking off!!

We started the group on Tuesday and Stephanie Miller has since sold 5 Scour Offs and 2 Deodorants!!!

And I have 3 members say they are interested in the deodorant!! Our members need to be engaged !!

Add them to the group!! I've been blown away at the success we are having!!

I had to share this because I found this to be beyond amazing. A friend of mine moved into a house that had a 28 year old dishwasher in it. You will see what the inside of the dishwasher looked like. Then, with the help of SCOUR OFF, the inside of the dishwasher cleaned up quite well. I was really surprised that it cleaned up as well as it did AFTER 28 YEARS. Once again, this product AMAZES me!



Monday Wellness Webinars

September 7— Presidential Master Coordinator Gary Burke and master teacher,
Who 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

September 14 – Young at Heart. And Everywhere Else – Life Plan for Healthy Aging

September 21 -- Dr Chaney on Shaklee Life Protein Shakes

September 28 – Power of Our Profession for Corporate Managers – Clayton Bruce

October 5 -- Presidential Master Coordinator Gary Burke and master teacher,

Who 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

October 12 – David Colby, PhD Medicinal Chemistry, Professor

October 19 -- Shaklee Supplements – Key to Long Term Health – Bob Ferguson

October 26 -- The Power of the Profession .. for Speech Pathologists – Becky Choate

100 DAYS TO AMAZING FALL BUSINESS TRAINING 2015

Session #3 Mastering The Skill of Inviting

Master Coordinators
Jo Coogan & Barb Lagoni



Executive
Coordinator
Katie Odom



Becky Choate
Senior
Coordinator



Senior Executive
Coordinator
Lisa Anderson



Amazing

September Strategies for Growth

September is a pivotal month :

- For trip qualifications – we must achieve rank of Coordinator to qualify for Los Cabos trip and Executive Coordinator to qualify for Tuscany trip and HOLD the rank for 4 months .. Which takes us to December and the end of qualification period.
- Chairman's Retreat – to accumulate 10,000 additional PGV (plus PV of newly appointed Directors),
 - We will want to generate an additional 2000 PV a month until December...
 - So we will review a variety of ways to generate 1000 PV ...to help distributors reach rank of Director ... and to increase our customer base.
 - September is prime time for people starting new ventures
- We have been challenged by Roger Barnett to reach within and create something AMAZING by Nov 21 About 80 days left ... Let's discuss ways to make **September amazing**

katie

Objectives for Session #3

1. Learning the Skill of Inviting
2. to Help Business Partners Generate 2000 PV and Reach Director Rank

There are 2 aspects of our business :

1. Developing a customer base
 2. Assembling our team of business leaders
- Today -- we will focus on strategies to develop our customer base
 - And the skills of inviting and introducing Shaklee products to new members. becky

Become a Student of the Business

Be Open To Learning Skills

- Go Pro by Eric Worre reminds us that operating a home business is a profession ... And , as with all professions, there are skills to be learned.
- There are skills to learn around inviting people to learn more about health, about wellness or about developing their own business ..
lisa



Communication skills
People skills

First Skill to Develop --Asking Questions/ Discovering Needs

After our new distributors have reviewed some of the excellent video materials at shaklee.tv and attended some events, etc. and they have made the decision to start their business...

- 🌱 They will want to make a list of people they think will want to know about Shaklee products .. And people they would like to be part of their business team.
- 🌱 Schedule a planning session to determine what events, activities and reach-out methods will work best for them ...
- 🌱 Then review the principles of inviting and connecting with others to help them learn how to ask questions and discover needs to avoid the danger of slipping into a “ sales pitch” .

lisa

Invitation To Take a Look – Taking on the Role of Consultant – Business Consultant ... or Nutrition Consultant

The initial objective of successful leaders ...
To educate prospective customers .. And
business partners... on what they have
to offer....

And then let those prospects decide if this
is something they would like to know
more about .

lisa



“Instead of acting like sharks, the professionals were more like coaches or consultants. They built relationships and then offered common-sense solutions to people’s problems. Who wouldn’t like that?”

How Do You Build Relationships ... and Take on the Role of Consultant ?

...By learning how to conduct meaningful,
authentic, honest, sincere conversations.

Learning how to ask questions to discover needs....

Avoid the word “ should”

Offer options for possible solutions.

One of best phrases to learn is ..

“ Tell me about” katie



Idea #1 for Opening Conversations

Biggest opportunity we have is to get people to see awareness of a need they have that Shaklee can satisfy.

Tell me about...

...your weekend

... what happens at your house now that kids are back in school

...what's happening in your world/career.

Listen for a doorway to further explore a need

Tell me about...

Tell me more...

Tell me more...

I've been there. I get it.

I've found a way to _____.

Would you be interested? I could get you some information.

Invite to something katie



Additional Ideas for Conversation Starters

Reach Out Dialogues

- “ When you think about your friends, what kinds of health issues do you hear them being most concerned about?”
- With kids heading back to school, what is greater interest/concern to you .. Learning about ways to keep them healthy all through the school year or ways we are learning that can help them academically.. Or both?
- Who do you know who may have family members with Eczema? Or diabetes? Or migraines? Etc The reason I ask is .. I heard one of my colleagues report how natural approaches through her diet and using a few of the Shaklee supplements have completely eliminated migraines for her .. And after hearing that .. And how awful they are.. I decided I was going to share what she learned with 10 people this month ...”
- I’ve been thinking about you ...
- I was wondering if you might be interested in ... katie
- There is something coming up I thought you might want to know about...



After Identifying Interest or Need ... What Do You Invite People To?

Option #1 -- Invite people to attend some sort of event

- An appointment
- A 3-way call with an upline leader
- A small group presentation in their home or yours
- An online webinar
- A local hotel meeting
- A larger company event or conference
- A conference call on a health topic
- Face Book event becky



Personal interaction is a critical component when it comes to building trust and transferring belief so you want to connect with people as much as possible

Advantages of live events – They build trust and provide
(conference call or in person) “social proof”

Trust comes from meeting others and hearing their stories ..
Seeing the kinds of people attracted to Shaklee and the incomes
they make ... and the benefits they are receiving ... becky



They get to experience the Shaklee culture and community in which people support one another and share ideas ... and celebrate one another's success and work together to figure out the challenges.



Option #2

Invite People to Review Some Materials

- Printed and electronic tools help educate a prospect.
- Many different forms –
 - CD's
 - DVD's
 - Magazines
 - Brochures
 - Websites (Shaklee.TV)
 - Online presentations
- For building a large and duplicating organization Tools are a good first step.
- Our purpose is to provide education and understanding of how Shaklee's products and / or business model may benefit their lives.
- Sending materials to educate fits easily into their busy lives & does not require a lot of their time ... becky



Option # 3 for Inviting People to Learn About Shaklee – **Share Stories**

- Share a story when you make monthly customer service calls
 - Share stories when inviting new potential customers to events
 - When you are in any conversation ... just select a story that fits the interest or need of the person to whom you are speaking.
- lisa

And let people **know why** you are inviting them.

“ People don’t buy what you do ... they buy why you do it.”

Sharing Products Through ...



- Sharing stories of real people, with real health issues that have been helped with Shaklee products is an effective way to introduce new products and also help people understand the quality and effectiveness of Shaklee products.
- Include 2 elements in sharing a story.
 - Include enough detail to connect to the emotions of the situation .
lisa
 - AND enough facts and information to validate why the products work so well and the Shaklee Difference.

Dialogue to Call Customers

"I heard a family's story last week on one of my wellness webinars, and was so touched after hearing it that I decided ...that I wanted to call each of my customers who have young children to tell them about what a difference just a few of the Shaklee products made for these kids.

Got a minute? Great ...

First, I want to ask ... tell me about your kids ...

.. Anyone have health challenges ? "

lisa

Ex --(if they have kids with health challenge, you can say .)

*Yes I understand. That 's what happened to Crystal.. And here's what happened next. .. **Share the story***

Then, If interested, *"Well if you like, I can pull together some information and then give you a call*

Or if no issue, " Oh that's great and I commend you for that, Mary. Tell me how you are keeping your family so healthy. (Listen.).

"So you are into natural stuff ... Have you heard of Shaklee ... People like you appreciate companies like Shaklee ..."

Share the Story & Your Why

When Crystal spoke on the webinar , she had just delivered her son to Rice University where he was starting as a freshman ...

A very good school and difficult to get into..

And she told me ... how grateful she was she had learned about Shaklee 6 years ago ... because she believes that is why her kids have had such a wonderful experience in high school. Her daughter, before Shaklee, missed over 2 weeks of school a year ..and her son had issues with focus .. He also was too sickly to compete well in sports... and then after Shaklee, his health improved so dramatically, he went on in high school to compete at the state level in cross –country.. And he soared academically.

So I decided after hearing that if there is something we all can do to help our kids have a more positive experience in high school then I certainly want to tell parents about that.

becky

For Those Who Cannot Attend An Event...

If people are unable to attend a Shaklee 180 Party or a Children's Health event or a webinar or whatever you are inviting them to... understand that most of whom you invite WILL probably NOT be attending ... (Toni Banner story)

Part of the process of inviting is knowing that you are going to be making multiple contacts and following up. Here are 3 options for follow up:

1. Make an individual appointment to review the topic with them.
2. Call and share a story that relates to a topic important to them (Begin with “ tell me about “ so you will know what's important to them)
3. View an archived power point with them on a screen share
www.join.me or live in a meeting. becky

Word Track For Follow Up With Folks Who Did Not Attend

“ Were you able to attend last night’s webinar. No worries. There are lots of ways I can get this information to you.” or

“Sorry you couldn’t attend the webinar. But I took really good notes and I have the slides ..I was thinking of you as I was watching .. I think you are going to find this interesting. or

So, I was thinking, let’s get together. The kids can play and I’ll share with you what I learned .. Really good information for those of us with children. or

“ Sorry our meeting didn’t work out for you ... (tell a story of someone who had success..) My friend Janeen was there .. And she has had amazing results with her 10-year old son who had autism and ADHD. He has advanced 3 reading levels since starting on a vitamin program and changing his diet . I am having another meeting next week .. Will that work better for you? “
becky

It’s Never Too Late To Follow Up

To Review and a Few More Principles of Inviting and Having Conversations That Connect Us to Others

- 🌱 Ask questions to discover needs
 - 🌱 Share stories
 - 🌱 Have information come from a third party (so you don't sounds like a know-it-all)
 - 🌱 Invite to something / offer action step
- katie

There are 3 parts of a conversation that create connection

1. Tell me about
2. Acknowledge people
3. Share why you are inviting them.. Why you use Shaklee products .. Why you have a Shaklee business ..

Action Steps for Session # 3

Mastering the Skill of Inviting

- ✔ Set up 2 or 3 Reach Out Methods for September
- ✔ Select 2 or 3 product collections to share
- ✔ Calculate how many meetings, appointments and events you will want to schedule in order to reach your PV goal for the month.
 - 4 events = 1000 PV (with follow up)
 - 5 appointments = 500 PV
 - 5 3-way nutrition calls = 500 PV
- Set up your calendar for September to meet your 2000 PV goal ... for Chairman's Retreat, for Cabo, or to help your business partners reach 2000 PV and Director.or simply to do something AMAZING in these 100 DAYS.

katie

Subscriptions Open Now

For Two Hours Only

Subscriptions close automatically at 1:30PM Eastern.



- Largest Shaklee Media Library online
- Over 500 Shaklee audio/video recordings and growing weekly
- Automated Learn & Earn Program
- Dedicated Shaklee Business Resource Website
- Four Shaklee Podcasts
- Video archive of Training webinars the day they are recorded
- And much, much more...

The archived video of this presentation goes on the Better Future website and in the Podcast the day it is recorded, it goes on bobsfiles one week later.



Subscribe NOW here: <http://bit.ly/bhsubscribe>

Coming Up

- 🌱 Session 4 -- Key Elements of the Business Conversation
- 🌱 Session 5 – Follow Up and Customer Service
- 🌱 Session 6 -- Creating a 2000 PV Plan
- 🌱 Session 7 – Incentives That Grow Our Business

lisa

Free Membership Options

1. **Life Strip** (114PV)
2. **Vitalizer** (55PV)
3. **Life Plan** (Life Shake & Life Strip) (166PV)
4. **Vitalizing Plan** (Life Shake a & Vitalizer) (111PV)
5. **Rx for a Healthier Life with Life Strip** (Nutriferon, Shake, Strip) (172PV)
6. **Rx for a Healthier Life with Vitalizer** (Nutriferon, Shake, strip) (168PV)
7. **Shaklee Life Shake Family Pack** (2 30- svg bags) (111PV)
8. **Shaklee 180 Turnaround kit** (172PV)
9. **Essentials Plan** (Vita Lea 60, (55PV)
10. **Get Clean Kit** (50PV)
11. **Nutrition Therapy Skincare Kit** (141PV)
12. **Any 100 PV order**
13. **All Gold Business Paks**

becky

6 Free Shipping Deals .. Good until Nov 20

Life Plan (Shaklee Life Strip and 2 canisters Shake) \$244.25 soy
\$266.75 non-soy

Vitalizing Plan (Vitalizer and 2 canisters of Shake) \$ 159.95 soy
\$183.65 non-soy

Essentials Plan (Vita Lea 60 tabs, Omega 90 cap, Life Shake
canister) \$69.45 to \$76.45 becky

Rx for Healthier Life -- all versions (from \$244.05 to \$261.61)

Shaklee Life Shake Family Pack (2 bags of Life Shake) \$159.95
soy or \$204.95 non-soy(save additional \$11 by ordering on autoship)

Shaklee 180 TurnAround Kit \$ 269.95 soy or \$305.50 non-soy

Tip – To save our members even more – add cleaning and
laundry products to the Free shipping order

Free Shipping AND Free Membership Options

Life Plan(166PV) Vitalizing Plan(111PV) Essentials Plan (55PV)



**Rx for a Healthier Life
with Life Strip (172PV)**



**Rx for a Healthier Life with
Vitalizer (168PV)**



Family Shake Pack (111PV)



Turnaround Kit (172 PV)



Any Gold Kit



\$10 Deals—

With the Purchase of these 3 Collections (all can be customized with flavor of shake and Vitalizer options)

Deal # 1 When you purchase ...

- **Rx for Healthier Life with Life Strip #89383**
(Nutriferon, Life Strip and Life Shake 89401)
- **Rx for Healthier Life with Vitalizer**
(Nutriferon, Life Shake, Vivix Liquid and Vitalizer # 89070)
- **Kosher #89080(shake, Vivix, V Lea, Nutriferon, Osteo Matric and B Complex)**

You receive a coupon which can be used to purchase any product priced at \$100 or less .. For Just \$10 DOLLARS !!!

Deal #2

- **Shaklee Life Strip 21293 or 21294 (iron)**
- **When you purchase Vivix and Vitalizer use special item code # 89090**

You receive a coupon for any flavor Shaklee Life Shake for only \$10 DOLLARS !!!
becky

Back to School Packages



There are typically two things that parents are concerned about when it comes to their children starting school:

1. Their ability to stay healthy and not miss school days.
2. Their ability to stay focused, engaged and ready to learn during the school day.

Shaklee can help with both of these issues.

lisa

1000 PV ON BACK- TO- SCHOOL COLLECTIONS

4 events X 5 attending = 20 families

(FB events, in-home, Health Chat conference calls, etc)

Or individual appointments, 3-way calls, archived webinars

20 families X 50 PV collection = 1000 PV

10 families X 100 PV collection = 1000 PV

The Deal –

#1 -- 100 PV order gives free membership ... \$20 saving

#2 – Essentials Plan (Omega, Vita Lea & Shake)

GIVES FREE SHIPPING AND FREE MEMBERSHIP ... \$40 savings

(add more products especially Get Clean for more savings)

Packages for Moms

Good		Better	Best
Essentials Plan (50PV)		Vitalizer Plan (100PV)	Life Plan (150PV)
Possible Add-ins			
Get Clean Kit (50PV)	AM Repair & C+E PM Repair System (73PV)	Cleanser, Toner, Moisturizer and Masque (51PV)	
B-Complex & GLA (52PV)	Menopause Balance & GLA (40PV)	Metabolic Boost, Energy Chews & Energy Tea (59PV)	
4 boxes of Meal Bars (48PV)	Get Clean Water for a Year (50PV)	Nutriferon & Alfalfa (53PV)	



becky

Action Steps for September 2013

- Layout your 3000 PV plan and what events you want to set up.
- Create a working folder which contains the list of prospective customers/distributors, and your notes as you make your contacts.
- Decide how many Shaklee 180 Tasting Parties you intend to set up between now and Oct 31... and begin scheduling them.. so you can benefit from the current Shaklee promotion (\$30 for TA Kit and \$20 for LH Kit)
- Invite 5 guests to each Wellness Webinar in September live or in archive.
- Practice sharing the key elements of a story of someone who has had wonderful results with Shaklee products that would be meaningful to your customers.
- Practice opening conversations with “ Tell me about “ questions to help you better understand the people you meet. Hannah/allan

Importance of Using Archived Training Sessions

Key Objective of Our Business is ...

Duplication

Shaklee Summer School 2014: 8 Weeks to Director

#2 - Getting Started 101

#3 - Communication Skills to Master for Connecting with People

#4 - Inviting and Closing

#5 - Identifying Business Partners

#6 - Presenting Business Information harper

- Legacy and Leadership 2015 : Session #3 -- Getting your Distributors Started and Teaching Them How to Talk to People (January 29th)
- Teaming UP 2014: Session #9 -- Strategies to Generate 1000 PV (October 30)
- Skilling Up 2014: Session #10 March 4, 2014
Getting Started (This has some good business inviting dialogs)



Ashley Nichole McDonald

10 hrs · 🌐

June is our last month in Colorado & I would love to chat with YOU about your health or even life goals & how Shaklee can help. Just for meeting with me (or scheduling a phone call) I will give you a FREE Shaklee gift! AND if you order as a result of our meeting, I was also cover your shipping costs! Don't miss out on this awesome deal. PM me if you want in on this, my schedule is already filling up quickly. :)

Schedule a one-on-one Health or Business consult with me & receive a FREE Shaklee gift.

♥

Purchase products at our meeting & ALSO receive FREE shipping.

♥

(Up to a \$85 value depending on purchase)

♥Purelife.myshaklee.com♥

♥Guidedmovement.com♥



Like



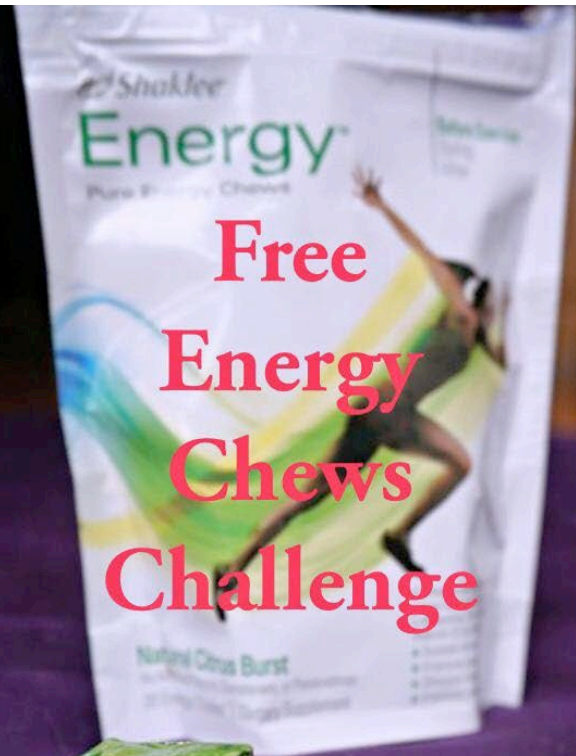
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You, Hannah Green and 12 others like this

Free Energy Chews Challenge



Objectives for Fall 2015

Fast Track to Coordinator

- Fast Track Bonus Program Time Table begins the month a new Director is appointed.
- Significant bonus money is paid when the Director progresses to next ranks at these specified times...

Senior Director	within 6 months ... Hold for _? months Receive \$1000 over next _____ months
Coordinator	within 9 months Hold for 3 months Receive \$3000 over next ____ months
Senior Coordinator	within 12 months ... Hold for 3 months Receive \$5000 over next ____ months



Let's Help Our Kids Have ... Their Healthiest School Year Ever

Your Healthiest School Year Ever!

"Everyone knows back to school means back to germs!

But you and your kids absolutely DO NOT have to miss out on the fun that school and fall can bring while fighting off runny nose, after stomach virus, after nagging cough!

Join us to learn how to keep you and your family healthy and happy this school year!

BONUS: Are you a TEACHER!? Sick of getting every snotty nose those kids bring your way! This is for you too!"

Caitlin
Burnett



 Shah