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**Nutritional Consulting Guidelines**

**You cannot solve a problem until it is acknowledged. Start with questions:**

* How does your family do with colds and viruses this time of year? I am hearing \_\_\_\_\_. The reason I ask is there are a few Shaklee products that really have helped our family avoid that stuff. May I tell you about them?
* Tell me about your health and I will take some notes here and see if there are some products that might make sense for you and your family.
* Are there any health challenges you or your family have experienced that you would like to share with me?
* If there is one thing you could change abut your health, what would it be?
* If there was one disease you don’t want to get, what would it be?

**Now that you know what health issues you will be talking about, here are the next questions. Ask the questions gently:**

* 1. On a scale of 1 to 10, where would you put your energy?
  2. On a scale of 1 to 10, where would you put your stress?
  3. Do you have mood swings?
  4. Could you keep a notebook by your bed and think about the day and rate your \_\_\_\_\_\_\_\_\_\_ (energy, migraines, mood swings, etc.)

🡪 We want them to have a way to measure their progress. This helps them to expect improvement. Explain the difference simply between traditional methods (they treat symptoms) and natural – they look at causes.

(As they are talking, list their symptoms and think about products to connect them to. Don’t worry about odd conditions. Symptoms often fall in just 6-7 categories).

* 1. **Are you on any medications?** (List them and you can say, I am grateful for meds. My goal is always to find a way to build health so we don’t need meds anymore.)
  2. **Walk me through what you eat in a day. Breakfast? Beverage?**

**When do you eat again? What do you eat? Is there a time during the day when you have cravings for sweet, or carby snacks – chippy, salty things?**

(This tells you when their blood sugar is plummeting. Tell them you would like to stabilize that first)

**How many veggies do you eat throughout the day?**

Always quote a third source for reference: Michael Pollen, doctors are saying, the experts recommend, etc. Never just you telling them info, but rather passing on info as an advocate.

**Last time you were on an antibiotic?** Dr. Jim says that anyone who has been on an antibiotic needs to be on probiotics the rest of their life. Also, we are getting plenty of antibiotics from our meat, poultry and diary.

**Ever experience gas or bloating?** If so digestive issues, could be Candida.

**The 7 Categories**

1. **Weakened immune system**: allergies, colds, viruses, some infections, and a strong immune system is needed for support for cancer patients.
2. **Inflammation** – all the “it is” issues, asthma, cancer, heart and joint
3. **Cardio**
4. **Mental and Mood**: PMS, depression (20M), anxiety (40M), learning challenges, ADD, behavioral issues
5. **Energy and Fatigue –**blood sugar swings, yeast infections, no energy
6. **Digestive Issues**
7. **Obesity**

**General Recommendations For Diet**

1. 6-9 veggies a day (with some fresh fruits). Have to give them ideas of soups, salads, stir-fry, dips for kids, etc.
2. Reduce/Eliminate Refined Carbs and Sugars – explain how they know that what they are putting in our food lights up the same area of our brain as cocaine and opiates. That’s addiction and not will power. It is just a metabolic imbalance that supplements have been shown to help put you back in balance.
3. Acid vs. Alkaline Diet - cancer lives off of acid foods (diary, red meat and sugar - same thing that causes more inflammation in the body). Alkaline foods cancer can not thrive in that environment – veggies, vegetable protein Veggies decrease inflammation in the body.

There is a good “60 Minute” show on Sugar, back in April, CBS.com. Can refer them to it.

Another recommendation: Never Be Sick Again – Raymond Francis. He says there is only one disease - malfunctioning cells. There are two causes for this – nutrition deficiency and exposure to toxins.

**Recommended Packages**

1. **Immune System – for quick results:**

**Nutriferon** (unless it is an autoimmune issues)

**Optiflora – 80% of immune system is in the gut**

Add later any of these: Garlic, Alfalfa, Immunity Formula I, D3, Defend and Resist

**\*\*\*Always have a story to tell about someone else’s success.** **Stories Sell!**

Story: Susan Knott, now a Shaklee business leader, when she came to Barb, she and her 16 year old son were taking Zirtac everyday. 6-8 weeks later, they both were off of all medicines!

1. **Digestive**  (acid reflux, IBS, gas, bloating)

**Optiflora – start with pearls first to build colonies, add powder later**

Can say, if you are financially and psychologically ready to do this, you can also add:

Add: EZ Gest, Alfalfa, and of course reduce and eliminate refined carbs and add more veggies (start with steamed, easier to digest)

Refer to: Wheat Belly, Dr. Davis – dangers of GMO wheat, which causes people to eat 443 more calories every day! Or gluten diet if they would like to try it.

1. **Mood Swings** – and mental focus

**B Complex**

**Omega Guard – focus, brain development**

**Moodlift –** seeif they are already taking St. Johns Wort

**D3** – winter blues

**Protein Shakes** must start the day with protein

And of course diet: add veggies, less refined carbs

**Perfect Start: Vitalizer and Cinch – Free Membership!**

1. **Inflammation** - greatest factor in cancer and heart

**OmegaGuad**

**GLA**

**Joint Health Complex** glucosamine and Boswellia

**Joint and Muscle Pain Cream for short term pain**

Great Line: I don’t know a lot about that, but I can tell you my colleagues recommend this collection and people tell me it works.

1. **Fatigue and Lack of Energy**

**Vitalizer**

**Life Shakes**

**B Complex**

Others: Vivix, Energy Chews, Energy Tea, CorEnergy

1. **Obesity – Life shakes/Shaklee 180!** Could start them on Vitalizer and Life Shakes to get free membership, then do the whole Transformation Pack.

**Ask: How much do you think you are spending on medications?**

**Then, do you think you are ready to start making some changes and start a program?**