

# Monday Wellness Webinars

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

Nov 2 – Presidential Master Gary Burke on Benefits of Home Businesses

Nov 9 – Nutritional Connections to Headaches

Nov 16 – The Epidemic of Irritable Bowel Disorders

Nov 23 – Feeding Our Families for Good Health and Academic Excellence

Dec 7 -- Gary Burke, Presidential Master and master teacher, 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

Dec 14 -- Holiday Natural Medicine Cabinet

# 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**

# Free Shipping AND Free Membership Options

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



**Rx for a Healthier Life**  
**Healthier Life with**



**Family Shake Pack (111PV)**



**rip (172PV)**  
**68PV)**



**Rx for a**

**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 !!!

# Give the Gift of Health with Shaklee--2015

Combine a gift of health with another gift to match!  
That way you'll give someone you love a health boost that keeps on giving.

## TO SLIP IN WITH A CARD

- \*Shaklee 180 Pomegranate Tea Stick(s) with a Girardelli Chocolate Square with a little note to “enjoy this gift of energy” and to “remember to enjoy all antioxidants all year long.”
- \*Energy Chew(s) with a little note to “enjoy the energizing treat of Olympians.”

## FOR GUYS

- \*Performance Sports Drink (Orange or Lemon-Lime), 180 Snack Bars, and Joint & Muscle Pain Cream along with a sports bottle, football, soccer ball, a signed ball or signed photograph.
- \*Shaklee 180 Meal-in-a-Bar with brochures for hiking trails, bike routes, fishing holes, etc.

# More Gift Ideas

## FOR GALS

- \*ENFUSELLE Anti-Aging Skin Care collection with a lighted makeup mirror.
- \*ENFUSELLE Infusing Mineral Masque and Skin Polisher with a silky robe, one in each pocket.

## FOR YOUNG PARENTS AND KIDS

- \*Basic-H2 Organic Super Cleaning Wipes and Germ Off Wipes with some fun tub toys, or a set of baby clothes, blanket, etc. (Include info why these products are safer for baby and the whole family.)
- \*MIGHTY SMART “Smart Candy” with books and fun pens for a grade schooler.
- \*Vita-Lea, Meal Shakes and a SHAKLEE Shaker with a fun wake-up alarm clock.

**A COLDS & FLU PACKAGE** (about \$239) Alfalfa, Defend & Resist, Extra Vita-Lea without Iron, Garlic, GERM OFF Wipes, Liqui-Lea, Optiflora Pro-biotic, Performance Lemon Lime, Performance Orange, Vita-C Chewable, Vita-C Tablet, Vitamin D3, Zinc.



# Michelle Parrott—Heart-Warming post on ADD

You guys. I just don't even know what to say. This 100 days to amazing has taught me more than I could ever imagined. I just want to share with you something that has touched my heart today.

One of my children has been struggling in Kindergarten, to the point that I even started chatting with the teacher about holding him back next year.

He was tested and only knew 4 letters of the alphabet, his teachers discussed concern about his ability to stay focused and to comprehend basic questions that were asked of him.

As a former teacher I had also noticed a lot of ADD/ADHD tendencies so I decided to get him on a more strict supplement plan.



## From 4 to 23 letters in 30 days

Today, just a month after our parent/teacher conference, his teacher reassessed him and he knows 23 letters out of the alphabet and she said that she's noticed that he's actually answering comprehension questions SPOT ON!!!

She was amazed with his progress and asked if we had been doing anything new. I just so happened to have a catalog with me and told her I actually started him on more omegas & protein based on the research shown to help students with ADD/ADHD.

She asked if I could bring her a catalog tomorrow because she's interested in it for her own children and she was so impressed with how much growth he's had in such a short time!

So thankful for this company & how it's changing our lives and those around us!!!



# Report from Chicago Regionals —1000 attended!!!

We got to meet Heather Chastain, New President Shaklee No. America



# 100 DAYS TO AMAZING FALL BUSINESS TRAINING 2015

## Session #13 Time

Master Coordinators  
Jo Coogan & Barb Lagoni



Senior Executive  
Coordinator  
Harper Guerra



Senior  
Coordinator  
Becky Choate





# November Strategies

- Select our holiday customer promotions for November and December to achieve our PV goals for each month.
- Begin positioning our businesses for January 2016 and the first month of the new Shaklee Dream Trip Qualification Period ..

Ideally, initiating conversations about:

- earning additional discounts on products,
- sharing products that help friends keep their families healthy through the holidays
- learning if anyone is looking to start a home business come January , etc
- Inviting people to webinars, conference calls and appointments
- sending links to Shaklee.TV and Shaklee Effect videos

November 21 – Live Broadcast Announcing  
Results From 100 Days to Amazing !!!  
10 am Pacific, Noon central time



# Objectives for Session #13

## There's Plenty of Time

After we learn the skills, the activities and the strategies to grow our businesses .. Next step is to get smart about how we use our time. Objectives for this session are:

- To learn how to integrate our business into our life.
- To determine how much time to devote to our business to reach our goals.
- To allocate our time to the most effective and productive activities
- To learn how to work smart and efficiently      becky
- To identify time-suckers
- As our businesses grow, to determine who gets our time





# How to make it fit???

- How do we take a life that is already full and add this beautiful thing we call a Shaklee business into it?
- Takes thought, and intentionality and purpose to turn our dreams into a reality
- The goal is what Maria Shriver calls .. leading an integrated life .. In which work and family and friends all have a place.                      becky

# What do we WANT.... Really, really want?

- The first questions to ask ourselves are what is our goal for our business ... and
- Why do we want to develop a Shaklee business.
- Is WHAT we are doing every day moving us toward what we want?

harper

*“You run your day by the clock,  
but you run your life by your goals.  
If you don’t know your goals, time  
management is irrelevant.”* Rick Seymour

You can’t do it all.....  
but you can do what matters.

# How Much Time Will You Devote to Your Business?

- Is your business a spare time business?
- A “left over” time business?
- Or a serious business?

harper

How much time we give to our business will reflect the level of urgency we feel for getting to Director and beyond---

Most people aim for 12 to 15 hours for starters

Consider “clearing the decks” and getting to Director in 6 to 8 weeks.

# Principle of Business Ownership

## Work Now ... Play Later

In the beginning of any business,  
you devote a lot of time you  
don't get paid for.

Once it is built, you receive on-  
going residual income ... Getting  
paid for time you invested  
earlier.      becky



# The Rhythm of The Business

In the beginning –the Rhythm is ...

Work.. Work. Work . Work .... Make a little money

Then it's .. Work ... work ... work .. Get money

becky      Then .. Work.. Work .. Money

Then .. Work .. Money .. Money

Then work .. Money .. Money ..money ..money



# Where To Put Our Time

- In the first month ...
  - 25% -- learning , training ( see 8 Weeks to Director ), planning, preparing
  - 75% -- PEOPLE TIME –setting up meetings, appointments, events, activities, making connections
- Later ...
  - 20% -- learning, preparation, reading, leadership development
  - 80% -- People Time – IPA's ( Income Producing Activities )  
Reach-out activities, 3-way calls, events, Face Book connections and posts, customer service calls and strategies, play dates, etc.

becky

 Shaklee

 Live  
2015

# Enroll Our Families

- Schedule a family pow wow and discuss goals for your business and what it will mean for everyone.
- Discuss how each family member can help.. . and rewards when they do .
- Discuss implications and expectations.

harper

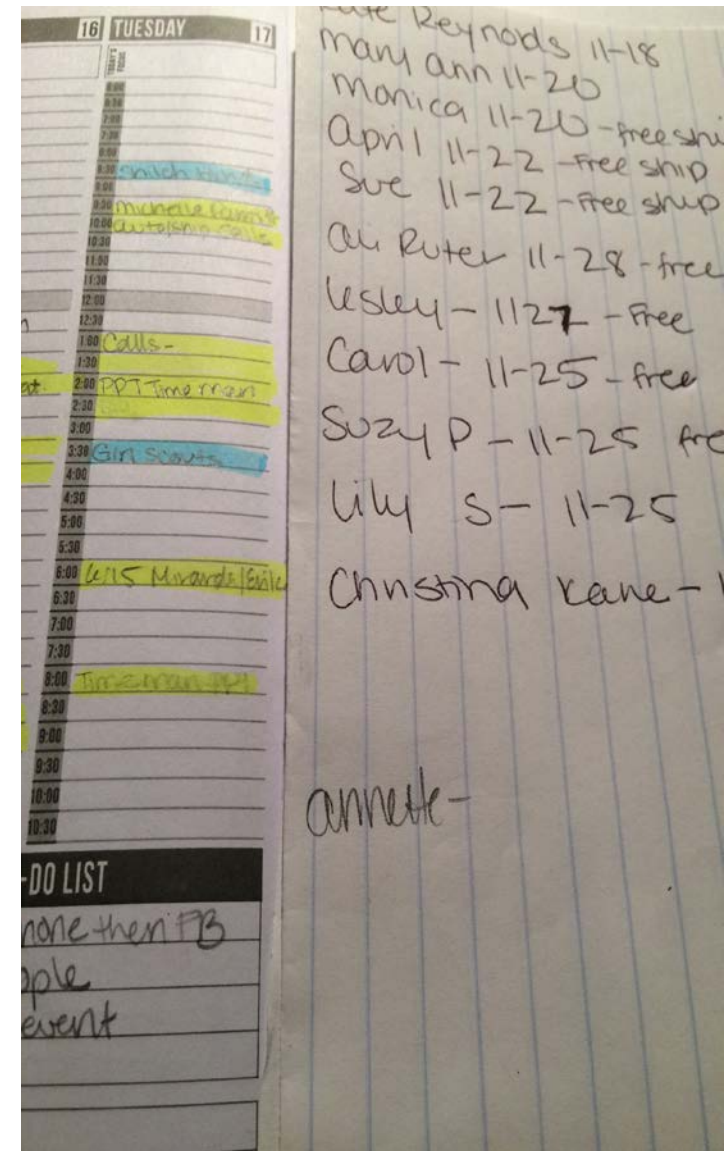


# Planning is Key

When we are working with limited time, we have to plan our time well. Once we have dedicated slots of time to our business, we must come to those times prepared to work towards our goals.

1. Pre-Plan work time
2. Use of a Planner/Working Folder
3. Weekly goals for reach-outs/follow ups  
harper

Teaming Up - Fall, 2014: Session #2  
(9/11) Getting Started 101--working folder;  
goal boards





# Working Smart



- Multi-task --
  - ex -- folding laundry while listening to webinar
  - Use Shaklee Connect app to follow up
- Get organized ---Working Folders/ Day Planners
- Block Shaklee time on the calendar – guard it fiercely --- no personal calls, no personal errands ..  
We are working now. Harper
- Box of toys , Tammy pulled out when she needed to make a call ( Becky )
- The Interrupt Rule ( Becky )

# Finding time in a busy life has to be intentional

Find the time that is already there, in the car, waiting in line at the school, doing dishes, exercise class

Plan High Energy work for High Energy times in the day

1. Reallocate time harper
  - Commute
2. Plan time to make the most of the hour  
( do your A's and B's first )
3. Get Creative
  - Babysitting co-op
  - Gym child care
4. What can you let go of to reach your goals?  
( keeping an immaculate house, TV, time-eaters )



# First Things First

- Develop the habit of making a “To Do” list every night before bed.  
( If you wake up without a To Do List, you wake up unemployed.)
- Prioritize the items on the list ...
  - A – very important .. Do first
  - B – also important, but never do B’s before A’s
  - C – would be nice to do
  - D– delegate
  - E – eliminate

becky

# As Our Team Grows – We Can Start Running Out of Time... So, question is ...Who Gets Our Time?

- At beginning of the month – we will want to first check in with business partners to review their plan and activities for the month... then we work with our personal group... that's how we duplicate our efforts.. And leverage our time. becky
- 80/20 Rule --
  - 20% of our leaders ..... Will produce 80% of our OV.
  - 20 % of our customers will produce 80% of our PGV.
  - therefore, we give 80% of our time to the 20%-ers

# Beware the Time-Suckers

- FaceBook can be a powerful tool for connection and attraction ... as people see the importance of the work we do , the fun we have and the friendships and community we love . ..

It can also waste valuable time.

We will want to learn how to use it wisely.

- TV
- Some people are talkers – Never participate in any gossip or criticism of others .. NEVER ...

-- We will want to learn how to separate                      becky  
from negative energy

--and how to tactfully let people know we only have 5 minutes, “so let’s make sure we get to the important things you wanted to discuss.”

- **Procrastination** – a reflection of fear and being ambiguous about next steps.
- **Distractions** – we want to learn how to manage the normal events, concerns and family challenges that will always appear. We all have them and learn to attend to them and still manage to work our business ..
  - Preparation and pre-planning before holidays and vacations allow us to maintain our businesses easily.

- **Inconsistency breeds inefficiency**

becky



# Abundance Thinking vs Scarcity Thinking

Scarcity thinking

“I’m so busy” “There’s no way I can get this done” “I have too much to do”

Abundance Thinking –

Instead try “There’s plenty of time to get everything done that I need to” or “I can always find time for the things that are important to me”

becky



Good attitude & belief will open up your creative subconscious and allow you to work effectively and productively





# Take time for yourself

- We must also be healthy and care for ourselves
  - Celebrate the successes
  - Live in gratitude for the gift of life
  - Give yourself permission
  - We can't serve others if we have not taken care of ourselves
- harper

So...I walked into the bank and did this yesterday! WooHoo!!!!  
Mortgage done, check. Crystal Johnson

Department, Mail Stop NC4-105-01-40  
Bedmont Pkwy  
boro, NC 27410-8110

15 000  
OHNSON  
DENHAM DR  
GA 30041


02973 #@01 SP 0.416

**PAYOFF STATEMENT**

**Good Through Date and/or  
Proposed Closing Date  
November 16, 2015**

Statement Date  
October 27, 2015

**Bank of America, N.A.**  
Loan No.: 8711

**Bank of America** 

**Customer  
Receipt**

All items are credited subject to verification, collection, and conditions of the Rules and Regulations by law. Payments are accepted when credit is applied to outstanding balances and not upon issuance after the Bank's posted cut-off time or Saturday, Sunday, and Bank Holidays, are dated and considered.

Please retain this receipt until you receive your account statement.

Thank you for banking with Bank of America.  
Save time with fast, reliable deposits, withdrawals, transfers and more at thousands of convenient ATM locations.

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Tran 00476  
Entity NGA 0000

# Healthy Holidays Program

Vitalizer

Nutriferon

Vitalized Immunity

Defend & Resist Echinacea Complex

55 PV

30

16

13

109

For additional help:

- Garlic
- Immunity Formula I
- Vita C



## Action Steps for Session #13

### Time

100 Days to Amazing  
- Fall, 2015: #8  
Goal Setting/  
Affirmations

- We will want to close November strong in anticipation of new promotion coming from the company.
- To generate the majority of our December PV early in the month, set up now a Customer Appreciation promotion for those who order by December 15...
  - such as ... free or reduced shipping
  - free product, like Vita D-3, Scour Off, Meadow Blend Bar, Herbal Blend multi-purpose cream, H Wipes, Germ-Off Wipes, etc
- Be mindful to have conversations that connect over the holidays .. to discover needs and to build rapport and relationship.

becky



# Coming Up

## November/ December 2015 Training Topics

- Nov 26 – Happy Thanksgiving .. No Webinar
- Final Session 14 – Margaret Trost Dec 3

Thursday January 14 Classes Resume in 2016  
January 21 -- 8 Weeks to Director Begins

