**Creating the 2000 PV Plan Week # 7 October 23, 2018**

8 Weeks to Director 2018

Objectives…

* To understand building our business …

Starts with our VISION

Which leads to setting our SPECIFIC GOALS

And to bring those goals to reality requires …

A PLAN

* To understand importance of WRITING DOWN A PLAN
* To learn how to create a plan with our upline or mentor to help us reach our goals …
* and so we, in turn, can guide our business leaders in creating THEIR plan .
* Duplication – key component of building organizations

To Reach Director.. And Beyond

NOT -- “ Let’s just jump in .. Do a lot of activity .. Cross our fingers … and see what happens … or HOPE something happens

INSTEAD – Once the goal is clear …

-- next rank

-- PV goal

-- income goal

-- # of leaders on our business team.. etc

Then – We make a PLAN of exactly how we will achieve those goals

The Process That Leads to The Plan ..

Vision – What developing a Shaklee business means to us ..

Goals –That compelling reason now determines what goals we set …

-- long term ( 5 years from now ),

-- short term ( 90 days from now )

-- working goals -- and this month.  
Pace -- How much time we devote will determine the pace at which we can grow our business.

80% will be spent with people contact .

Plan -- Now we can create the path to reach our goals.

We will want to start with 2 plans ..

The 2000 PV Plan

And

The Weekly Working Plan

We Begin by Creating a 2000 PV Plan

* Meet with our upline or mentor to create our 2000 PV Plan
* It is important for our minds to see what activities it will take to generate 2000 PV.
* We want to learn how to generate and estimate PV to get ourselves to Director …
* Soon we will use this technique to help develop Associates and Directors as we build our teams.



After We Learn Basic Skills of Inviting, Presenting, Closing, and Follow Up…we want to create:

1. A system to :

-- meet new people on a regular basis

-- educate members in the products and in wellness

-- to identify and train business partners

-- to work on ourselves … personal development

2. Create a 2000 PGV Plan

Weekly Working Plan and Daily Activity  
Now we attach names and dates to activities

* Step 1 .. we **choose the activities** to our monthly goal and insert them into the time we have allotted to grow our business. Fill in our calendar.
* When possible, **clear the decks** temporarily to do a blitz of activities .. It will greatly enhance our learning curve. . While building our customer and distributor base quickly.
* Caution – There will be a tendency to keep busy with non-people contact activities .. So BEFORE you…

…straighten up your desk .. make the beds … water the plants…

… check Face Book.. Emails.. Instagram… text messages ..

**FIRST and most IMPORTANT ACTIVITY of all .. Contact the people on your list and get them invited to your scheduled events .**

Some of Our Most Effective Activities & Events

* Individual appointments
* Health Chats
* Video Conference calls ( Zoom)
* In-home and virtual events
* FaceBook events/groups
* 3-way call

Area, Regional and Global events

Now we will attach estimated PV to these activities

For most events that we will be conducting, we will want to include … no matter what the primary topic …

Your story

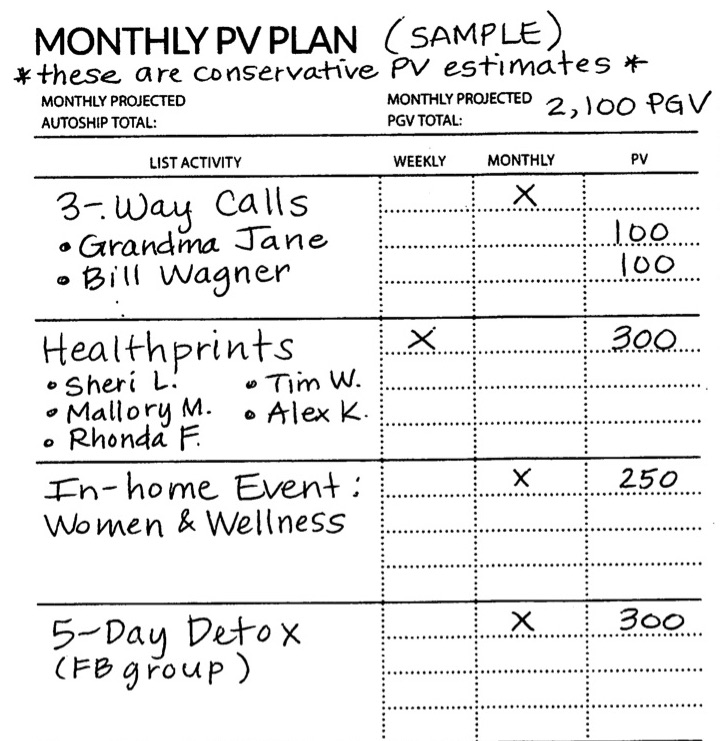
Shaklee products and science

Shaklee Difference

Business benefits

Monthly   
PV Plan Worksheet

* List the activities you want to schedule this month
* And then the projected PV they will generate…
* Then add it all up to see if you have planned enough contacts and events.

![Sample PV Plan Nov 2018 JPEG.pdf](data:application/pdf;base64,)

Follow up … Servicing … Next Steps

**After we invite guests to our events.. Whether they attend or not…**

**There is work to be done ..**

* If didn’t attend – let them know you missed them, inquire if there is interest, invite to next one, or make individual appointment or send material with permission.. And follow up again.
* If did attend – if they became members and ordered.. Then begin new member process.

-- if they did not order yet, call to answer questions and help them place their order.

Continue to introduce them to additional aspects of Shaklee and Shaklee products. See Session 6 Servicing Our Customers 8 Wks to Director

Putting It All Together To Create a Plan With Names & Word Tracks

* Select 2 or 3 Reach Out Methods
* Make 2 lists of names .. Those you want to introduce to the products first .. And those you would like on your business team.

Example

**2 Grand Openings/Business Launch (in home or virtual ) --** invite mom, grandmother, Aunt Sue, friends **250 PV each = 500 PV**

**Individual Appointments 3 X 100 = 300**

**3 Way Calls 3 X 100 = 300**

**Product Collection –Nutrients to Strengthen Immune System**

**For Adults** who can swallow pills

Vita C 16.65 PV

Nutriferon 30.00

Optiflora Capsules 14.65

$80 MP **61.30 PV**

Vita C 16.65 PV

Nutriferon 30.00

Optiflora caps 14.65

Life Shake 29.59

Vita D-3 5.0 MP $129.00 **94.52 PV**

**For Children** who can’t swallow pills

Optiflora Caps 14.65 PV

Chewable C 17.95

Incredivites 20.00

$72 MP **52.50**

Optiflora Caps 14.65

Chewable C 17.95

Incredivites 20.00

Life Plan 29.59

Alfalfa Complex 330 12.65 MP $ 130 **93.37** PV

Family Immunity Collection

PV

Vita C 16

Vita Lea 240 31

Optiflora Capsules 15

Nutriferon 30

Defend & Resist Echinacea 13

Total 105

Immune 50 PV Packages

Nutriferon, Alfalfa, Optiflora = 57 PV

Get Clean Starter Kit = 50 PV

Nutriferon, Alfalfa, Chew Vita-C = 60 PV

**Vitalizer = 50 PV + FREE Membership**

**1000 PV with Immune Collections**

4 events X 5 attending = 20 families

( Online virtual events, in-homes, 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

How To Open Conversations Regarding Immune Collections

*With Fall Allergy season upon us, I wanted to contact my customers to be sure they know about a few products that can help both with preventing allergies ( or colds and flu) .. But also to have ready in case someone in your house comes down with something…may I tell you about them?*

sure

*Tell me about the allergy ( or cold and flu) season for you and your family … how does it affect everyone? Anyone with Fall allergies?*

*Shaklee has 2 collections for the immune system … one for adults and anyone who can swallow tablets and one for children*

Closing – Immune Discussion

*If you have family members who don’t eat 6 vegetables a day… you might want to get a multi to be sure to cover all the nutritional bases..*

*But then Shaklee has a little package for strengthening the immune system .. And a bigger one ..*

Here’s the first package ..

***Optiflora probiotic*** *– because 70 % of the immune system is actually in the gut .. Who knew!*

***Then Vita C*** *– and this is a really good one .. Sustained release .. Slowly releasing the whole Vitamin C Complex over 5 hours . Very good protection*

*And then the really important one –* ***Called Nutriferon*** *– this is a special formula of 4 herbal extracts that stimulate the body’s own natural production of interferon .. Have you heard o f that .. It is a key component of the immune system .. Because**That’s a good starting place .. How does that sound*

5 Day Detox

Are you longing to feel better? Have more energy? Lose inches? Create new healthy habits? Then join us for the September 5-day Detox!!!

Surround yourself with like-minded people who will encourage you and hold you accountable. It’s easy, all-natural, and you won’t be hungry! 👊

Hit the “reset button” on your health and join us next week because YOU are important!

The detox will help you:

🤸🏼‍♂️ Gain more energy

☕️🍩 Overcome caffeine & sugar cravings

⚖️ Receive support & accountability

👗 Lose 3-5 pounds

🚂 Get yourself back on track

💪 Feel your best!

Shaklee Life Shake 15 svg 29.59

Herb Lax 60 5.30

Liver DTX 28.65

Alfalfa 330 12.65

Optiflora Pearl 14.65

Or

Vitalizer Strip 55.56

Unlimited vegetables

Healthy snack list

Sarah’ s Plan

. Increase to 4000 PGV ACTIONS

a. Continue customer education

b. Meet 2 new people a week (classes at gym, new role at work, ask for referrals

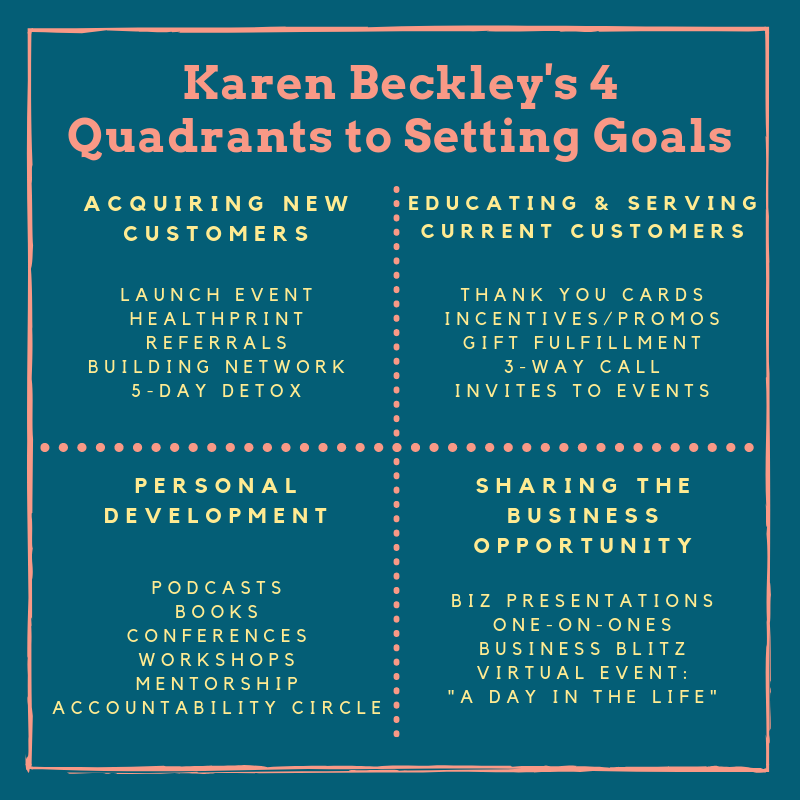
c. Commit to 2 in homes a month (one on the business opportunity)

2. Add 6-8 distributors to my team

a. Reach out to **50 people** to take a look at the business by 2/15

3. Build 1-2 distributors to Director level

a. Set up events, coaching calls and planning sessions with



a plan is for growing .. sometimes .. managing and maintaining

Action Steps for Session #7-- Power of the Plan

* Create a 2000 PV Plan for yourself .. And for any business partners downline from you… ON PAPER &/or day planner
* Create your weekly working plan.. ON PAPER &/or day planner
* Schedule the activities and begin inviting … INVITE FIRST … PEOPLE CONTACT FIRST .. Then ordering materials, etc comes after in non-prime time.

[www.1lovepaper.com](http://www.1lovepaper.com) for Shaklee Day Planner

