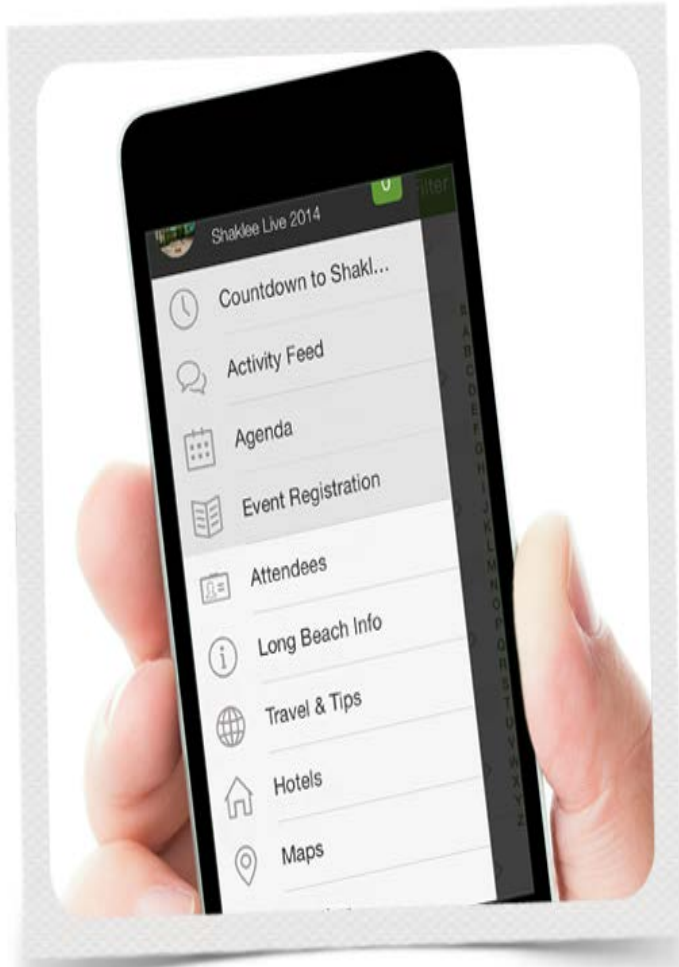


# Shaklee Events App – Free for Everyone



- **Connect** with the Shaklee Live 2014 Shaklee Family
- **Access** the full meeting Agenda, including speaker information and session locations
- **Share** your most poignant Shaklee stories and personal journeys
- **Check-in** to sessions and breakouts
- **Post** photos, insights and provide direct feedback
- **Explore** maps of the venue and local area
- Listen to Tuesday webinars under “Tuesdays With The Masters” in the podcast app
- Listen to the Wellness Webinars and much more under “Better Health In 31 Days” in the podcast app
- Learn more about the podcasts at: [www.bhi31.com](http://www.bhi31.com)

**Check email or visit [events.shaklee.com](http://events.shaklee.com) to download.**  
Julie Young



# Shaklee Summer School 2014

## 8 Weeks to Director

Session #1

Benefits of Home Businesses  
with special guests

Senior Director Matt Miller,  
Exec Coordinator Ryan Guerra



Sn Executive Coordinator Lisa Anderson  
Executive Coordinator Harper Guerra  
Senior Coordinator Katie Odom

# Shaklee Summer School

## 8 Weeks to Director -Objectives

Summer is the time for...

- growth
- fun
- preparing for a great Shaklee year



©Prawny \* illustrationsOf.com/67300

And knowing there is **plenty of time** for all of that .... lisa

**All it takes is a PLAN.**

Our objective – to help everyone attending to reach rank of Director and 2000 PV over the next 8 weeks

# Ryan Guerra

Investment Advisor, Executive Coordinator,  
Worship Pastor, Shaklee car monthly  
bonus, 5 power bonuses in 2014 alone,  
double qualified for Playa del Carmen,  
Mexican Riviera Dream Trip



- Recommends finding additional income \$300 to \$500/mo
- Home business works well when there is limited time .. Can be very efficient .. Harper makes more part-time in Shaklee than working full-time before kids.
- Tax deductions

*Shaklee is one of the best opportunities we've found to embrace our family's passion for health, wellness and fitness. To do something we love AND for it to assist in reaching financial goals is an incredible blessing.*

## Special Appeal of a Shaklee Business



- Shaklee's reputation – impeccable
- 60 year history of Research and Development, quality assurance and commitment to science.
- Broad range of relevant products – represent the Gold Standard in health, wellness, prevention – sorely needed today
- Products are consumable
- Strong legacy .. Liked the stability



## The Financial Challenges for Young Families

- Credit Card Debt & Poor Savings
  - Average CC debt over \$15,000
  - Making only minimum payments is a huge cost
- Cost of College
  - Average student debt for 2013 grads is \$35,000
- Money for Retirement Savings
- Rising Cost of Living
- Unexpected Losses
- Emergency Fund





# Debt Management:



- Pay off Credit and Consumer Debt

Beginning Balance	\$4500	Beginning balance	\$4500
Credit Card Interest Rate	18%	Credit card interest rate	18%
Monthly Payment	<u>112.50</u> @2.5% mo payment	Monthly payment	\$145
Time to Pay Off Credit Card	25 yrs 3mos	Time to pay off credit card	3 yrs 7 mos
Total Interest Paid	\$6365.62	Total interest paid	\$1601.12

- Re-finance Your Mortgage

# Emergency Fund Basics

Emergency Fund:



[www.OFTHEEARTH.com](http://www.OFTHEEARTH.com)

- Three to Six months of your expenses
- Emergency Fund is not only for loss of income:
  - Major Vehicle & Home Repairs
  - Major Appliance Repairs or Replacements
  - Serious Illness or Medical Emergency



For Harper & Ryan Guerra & Many Others...  
Shaklee provides additional streams of income and  
the resources needed to reach financial goals.



**Cash Car Allowance @ \$325**  
**Monthly Income @ \$3500**  
**Incentive Trips for Entire Family**

# Retirement Crisis

“A large number of people who have worked all their lives can look forward to living in near-poverty when they retire.” *USA Today Jan 31, 2014*



23% of married couples  
45% of unmarried persons



Rely on Social Security for  
90% or more of their income.

The average monthly Social Security payout for  
retired workers is \$1269

The median household income in the US  
( half is higher, half is lower ) = \$50,000

To reach the retirement goal of \$80,000

(\$50,000 today with 3%inflation) for a 50 year old

barb

**\$2,291 each month for the next 16 years!**

# Understanding Cash Flow To Meet Your Financial Responsibilities

- Reduce Expenses – downsize your lifestyle
- Increase Available Income
  - Use credit – but that creates more debt
  - Win the lottery
  - Additional hours at current job/occupation
  - Get an additional part-time job
  - Borrow from friends or family
  - Inherit from a long-lost uncle
  - **Build a Shaklee home-based business** jo



# Andersons are a Shaklee Family

*Dave, Lisa , Jessie, Gabe, Abbie & Olivia*

Our Shaklee Story is About...



- Earning a free trip to Bali & Mexico
- College funds
- Getting out of debt
- Having healthy kids and a healthy home
- Being able to work at home with a flexible schedule (now seeing how precious that time has been )
- Finishing our house
- Making an impact on the world
- Helping others while earning an income ( \$5000 )
- Passing our Business on to the kids







# Matt Miller

Consumer Sales Specialist, Apple Corp,  
former youth minister, musician,  
photographer , Crossfit athlete

Idea of home business appealing

- Joined Dianna in the business.
- Financial security





# Product Quality and Effectiveness Shaklee Culture / Integrity



Shaklee commitment to science



No more epi-pen



# Working From Home ... Great for Family





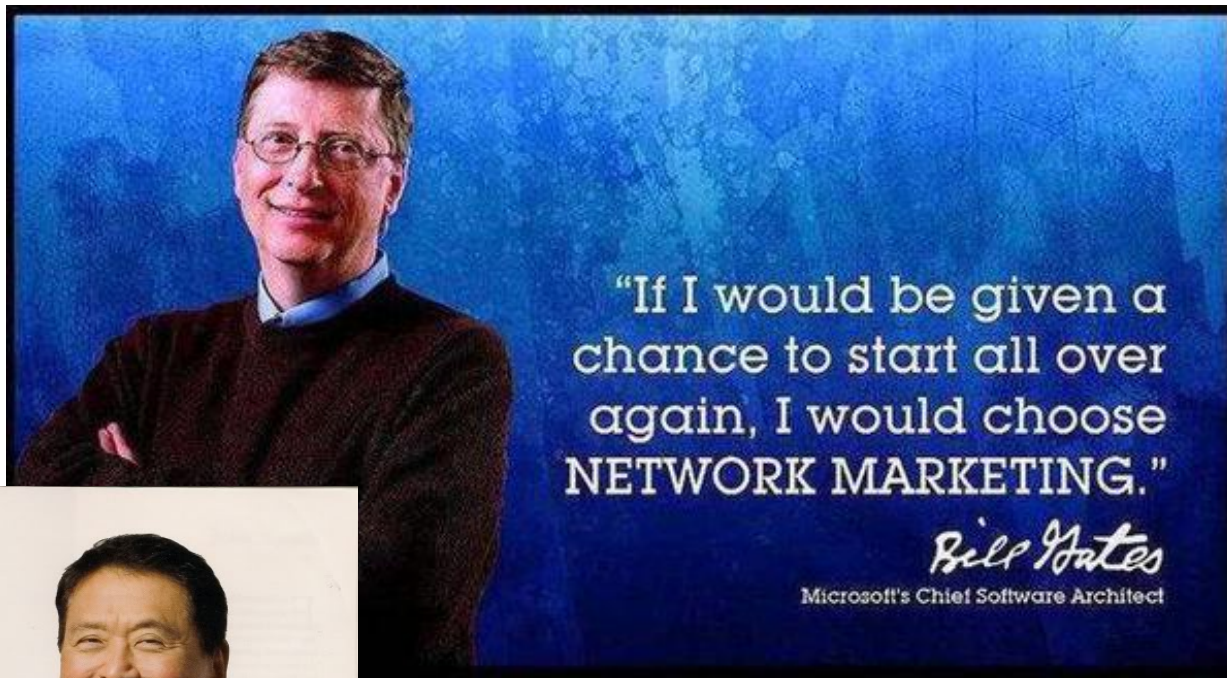
# What Most Families Seek

Freedom  
Financial and Time

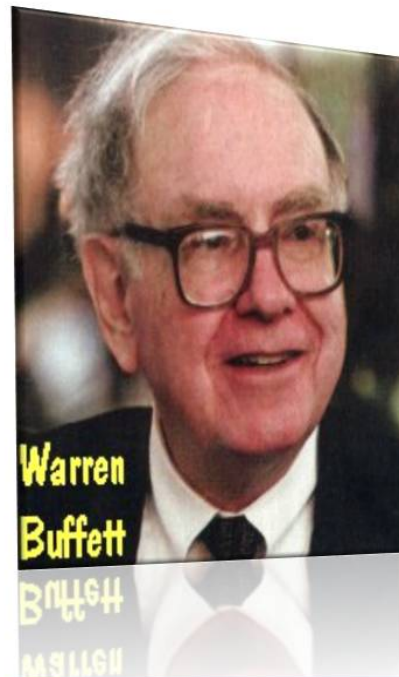
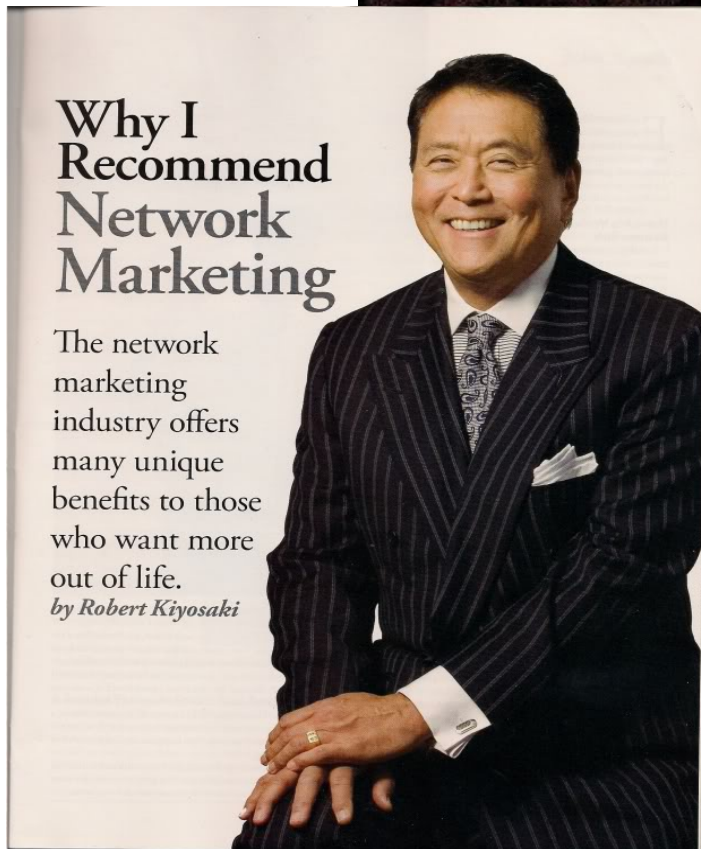


Joy !





lisa



**A billionaire, one of the world's biggest investors, He now invests in Network Marketing (MLM) Companies...**

**He has invested in three Network Marketing companies already**

**He believes in the System**



# Benefits Specific to Shaklee Businesses

## Tangible Benefits

- Travel to international destinations ( Kenyan safari, Bali, Paris, Mayan Riviera, Caribbean Cruises , etc )
- Monthly car payments
- Income ranging from \$10,000 to \$400,000/yr
- Flexible time
- Financial security
- Tax advantages
- Health
- Provide a source for extra income to eliminate debt and begin saving for college, retirement etc

## Intangible Benefits

- Being your own boss
  - Working from home allowing parents to be with children
  - Personal development
  - Satisfaction of knowing you contribute so positively to lives of others
  - Being part of the Shaklee family and Shaklee culture of helping one another
  - Friendships
  - Recognition
  - Fun
- harper

# Getting into Action – Special Promotions to Help

How it works:

**100 points** from April thru July earns you a tablet for **Android™!**



The **Top 5 Point Earners** overall will earn **\$1,000 Cash!**

Earn 25 points  
in April



Earn 25 points  
in May



Earn 25 points  
in June

ShakleeStyle credit  
(\$150 value)

(Redeemable  
in Long Beach  
only)



Earn 25 points  
in July



**June Award - \$150 ShakleeStyle Store Credit!**      lisa

**Share the Effect Promotion – April through July 2014**



# Free Product for New Members with Minimum 50PV Join Order



## June Free Product – Stress Relief Complex

lisa

# New Members Receive TWO Free Products with Minimum 200PV Join Order – starting 6/5



**Stress Relief Complex +  
Shaklee 180® Mango Energizing Smoothee**

lisa

# Receive FREE Registration to Shaklee Live 2014

## Gold PAK—

**Receive 1 FREE Shaklee LIVE 2014 Registration** (\$249 value)

## Gold Plus PAK—

**Receive 2 FREE Shaklee LIVE 2014 Registrations (\$498 value)**

lisa



## Gold Plus PAKS—\$599



## Gold PAKS—\$299

# New Gold Distributors Receive TWO Free Products and FREE Shaklee Live 2014 Registration



For New Distributors with a Gold or Gold Plus PAK  
AND Existing Members who Upgrade to Gold

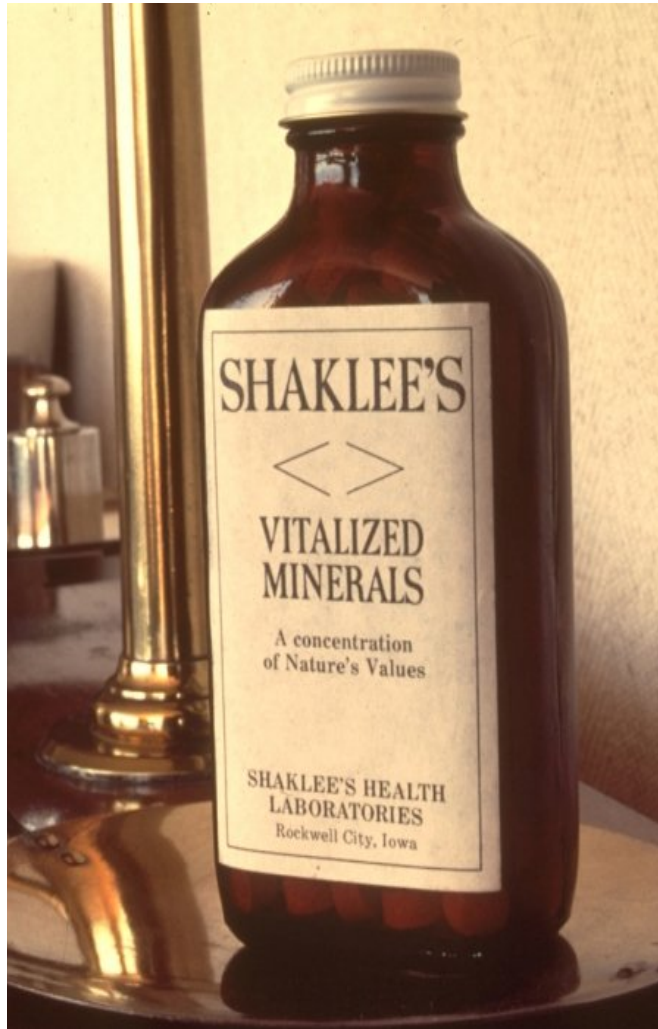
# Why You Must Be With Us in Long Beach ...

- Life-changing, business-changing experience
- Multiple blockbuster product innovations
- The Shaklee Effect™ Launch
- Road to 100 years of innovation
- Shaklee Live 2014 Mobile App
- Outstanding speakers
- Success Training
- Celebrate the Products, Shaklee Difference & Opportunity



harper

# 100 Years of Innovation – 1915-2015



harper



# Roger Barnett's 10<sup>th</sup> Anniversary

10 Years of Innovation,  
Opportunity, and Impact

Thank you, Roger, for sharing The Shaklee Effect™



harper

# #1 Reason Why You Must Be With Us!

Attendance at Shaklee Live =  
Growth for Your Business

4 times more likely to increase in rank  
harper

Growth



# Shaklee Live 2014

## Long Beach Convention Center



One of North America's premier convention facilities

- On the waterfront in the heart of downtown Long Beach
- Walking distance from first-class accommodations (5,000 rooms)
- Shopping, dining, sightseeing along picturesque bays and 5-1/2 miles of sandy beach
- Pedestrian promenade links hotels, shops, restaurants and attractions

harper



# Shaklee Live 2014 - Hotels

## Shaklee Live Room Blocks

- Hyatt Regency Long Beach (MAB/FMLT Location)  
– **Currently Sold Out**
- Courtyard Long Beach Downtown
- Hilton Long Beach
- Renaissance Long Beach
- Westin Long Beach

Details at:

[Events.shaklee.com/shakleelive2014](http://Events.shaklee.com/shakleelive2014) lisa

# Future Leaders Event— Must be Under 40 to Attend

**Long Beach Performing Arts Center  
Thursday, August 14 – 8:30 – 11 pm      harper**





# Recognition Gala & Entertainment

**Jewel**

**Saturday - Arena – 8-10 pm harper**



# Action Steps

## Session 1



- Invite guests to listen to today's session on the benefits of a home business and ask whom they may know who may want to join the summer training webinars. ( bobsfiles.net under Summer School 2014 )
- Register for Long Beach ... invite at least one other to join you. This will be a very special event.
- Begin to identify what a Shaklee business can mean for your life. .. You will want to share that as you invite customers and business partners to join you.

People don't buy what you sell ... They buy WHY you sell it ...  
They don't buy what you do ... They buy WHY you do it.

lisa