

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



Earn 25 points
in July



Shaklee Summer Promotions

25 sponsoring points earned in July Qualify you for a
Photo Frame !!

Digital

Free Product for New Members with Minimum 50PV Join Order



Revolutionary antioxidant protection from nature

Antioxidants primarily in fruits and vegetables

Less than 25% eat 5 to 9 servings of them daily

Protection from DNA damage by free radicals

Carotomax provides 6 of most beneficial carotenoids including lutein, lycopene, and beta carotene

Promotes health of eyes, heart, skin, lungs, prostate, cervix, and support a strong immune system

July Free Product – Carotomax

hannah

New Members Receive TWO Free Products with Minimum 200 PV Join Order



+



CarotoMax + Shaklee 180® Mango Energizing Smoothie

Join Now -

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



Enfuselle Skin Care Products



Time Repair A.M. SPF 15

- Nourishes and protects with antioxidant vitamins
- Non-irritating SPF 15 sunscreen
- Works great alone or under make up in all seasons
- Improvements in just 28 days
 - 421% decrease in appearance of lines and wrinkles
 - 245% increase in skin resiliency and firmness

Calming Complex

- Skin-smoothing moisture
- Quick recovery from environmental stress—sunburn, airplane travel, wind burn, etc.
- Provides comfort and skin-smoothing moisture
- Hypoallergenic
- Significantly improves skin's ability to retain moisture



Shaklee Summer School 2014

8 Weeks to Director

Session #5 July 15, 2014

Identifying Business Partners



Sn Executive Coordinator Lisa Anderson
Executive Coordinator Harper Guerra
Senior Coordinator Katie Odom
Special Guest Director Michelle Parrott

Objectives for Session #5 – Identifying Business Partners

There are 2 specific goals we want to achieve in developing a solid Shaklee business. We have been discussing

1. To develop a customer base of 20 to 30 members
2. To identify potential business partners

This week, we zero in on identifying those special people we would like to invite to be a part of our business teams ...

1. Specifically to understand what are the characteristics that make people particularly well-suited for a home business
 2. To learn how to expose others to business information
 3. How to discuss the benefits.
 3. To understand the best resources to offer people when evaluating the idea of starting a home business
- lisa

I Commit to...

Walk across the stage at next year's Global Conference as

Coordinator

(title)

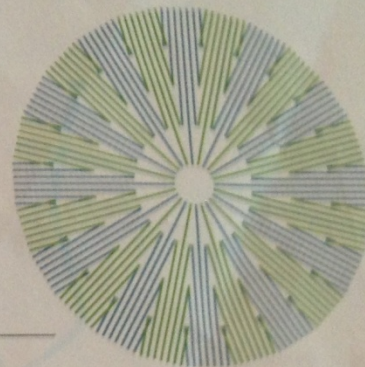
Promote 2-3 *FastTRACK* Directors

(number)

Earn \$ _____ in *FastTRACK* Bonuses

Name Katie

Shaklee ID# _____



 **Shaklee®**
Creating Healthier Lives®

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katie

The Process of Identifying Business Partners

To be a Coordinator – 2 first generation Directors
Average income \$22,000
Required rank to qualify for Shaklee incentive trips ..
Especially MAUI

We are looking for 2 special leaders in order for us to become Coordinators

Our job is to let people know about both business and product aspects of our company ... It will not be right timing for everyone .. Won't be a right fit for everyone but it will be for many.

So be OK with “ not interested at this time.”

You aren't looking for those who aren't interested ...
just the ones who are .. So on to the next. Lisa

You can say all the right things to the wrong person...
and all the wrong things to the right person. Pat Hintze

Today we are going to share a variety of ideas to help us find our next 2 business partners lisa

First guiding Principle to Remember...
People Buy From People..
They Know and Like and Trust

For people to join you in the business, they will have to know you ... and trust you...so give them some room and some time to get to know you and Shaklee

Never say anything someone will find hard to believe and can't be substantiated.

And one arena to begin to build that trust in is social media.

From Katie's blog
OurTinyNest.wordpress.com



If you are interested in the following contact me for additional information:

- Working for the #1 natural nutrition company in the United States that has been around for over 56 years with products (supplements, green/non toxic cleaners, beauty products, and weight loss) that have a strong science behind them (always work, safe, and green), 100% satisfaction on all their products, and clinically proven!

Resource Hear Say Social



Turn Over A New Leaf and find a better life

For over 50 years,
Shaklee has been improving the lives
of millions of our independent distributors.

Shaklee pioneered the
nutritional supplement industry
by creating natural products
that are good for us and our planet.

And in doing so,
we have paid over \$6 billion
in commissions to people like you,
redefining the way people
support their families.

If you're ready to change your life,
and the lives of those around you,
turn over a new leaf
and join the
Shaklee family.

Shaklee®
Creating Healthier Lives®



We don't believe
in punching a
time card.

Neither should you.

#ShareShaklee

Flexibility of working from home
whenever and wherever (often using
social media).

 **Shaklee®**

Great benefits to financially assist your family



What is Shaklee?

Discover Healthier Living with Shaklee Products

At Shaklee, we harness the power of nature in every exclusive formula to help make you healthier from the inside out, to help keep families safe, and to help protect our planet.

Our promise to you: We will never shortcut any of our formulas with artificial flavors, sweeteners, preservatives, or harmful toxins and we will always go above and beyond to ensure that our products are Always Safe, Always Work, and are Always Green.

Being a part of an amazing team of women dedicated to helping others. Our team includes a Nutritionist and Nurse who we consult with to best help our family and friends!



Helping people
be their own boss
since 1956.

#ShareShaklee



Shaklee

-Helping others find
natural solutions to
their health or to
help people lose
weight



Let's Examine Our Mind Set Intent Counts More Than Technique

- Get clear about how you feel about the importance of what you do.
- Believe you have something very special.. That is good for people ..not just you.
- Once you learn how to invite people to the table and have a conversation about the business opportunity

Remain unattached to the results lisa

You Won't be Convincing Until You are Convinced

Lisa

Dr Shaklee said .. “ What you think ... you look
What you think .. You say
What you think .. You are.”

So .. What do you think about the Shaklee business?

On a scale of 1 to 10, how strong is your belief that you can develop a successful business?

On a scale of 1 to 10, how strong is your belief that people you meet can develop a successful business?

If not quite a 10—

How will you raise your confidence, your understanding, your belief? (Monday Wellness Webinars, Tuesday morning business discussions and trainings, conference calls, area meetings, Global Conference .. To hear the stories and see the success)



Ideas That Are Working for Katie

“ So many different benefits Shaklee offers..
Somebody always wants something.” Katie

- After I learned about Shaklee, I realized most people are looking for something like this. It was the perfect fit for me.
- Therefore, I always let people know how much fun it is to have a home business.
- If they express an interest, I send them information .. But that is only effective if I follow up with live meeting if local. .. Or live phone call if at a distance.katie

“Live Your Shaklee Business Out Loud”

- Gently expose people to your business.
- Let people know how important it is to you to be a part of work that is significant.
- As you post on Face Book stories and pictures about your life, people will see snippets of what a Shaklee life and Shaklee business look like.
 - When you or someone you know gets a new Shaklee car
 - Going to Jump Zone, the Zoo, shopping, etc during the day when it isn't crowded
 - Photos of you working from your deck katie
 - Photos of you working with your team.
 - Photos of your kids cleaning with safe products, etc
 - Photo of your scale and the shakes that got you to your goal weight
 - Not having to drive in the snow

Be Intentional About Finding Your Business Partners

katie

- “When you decide to develop your own business, I go to work for you.”
- You become a part of our team .. And we all work together.
- If they say .. “ I’m not a sales person, Katie says.. I’m not either. This is more of a teaching and training business.
- Teachers and educators do very well in this business.

Katie calls new customers...

“Checking in to see how you are doing with your products. Any questions? I love hearing feedback of how well the products are working. **That’s one of the best parts of this business is knowing how the products are improving people’s health.** Share another story. “ A few days ago, a friend was telling me” I just love that about my Shaklee business.”

Qualities To Look For in a Business Partner

- A Shaklee believer – uses the products, loves and appreciates the products and the science , the company
- Self-driven – goal- oriented, good work ethic,
Choose what to take out of your life in order to put Shaklee in and to achieve goals that are important to you.. Like TV, FaceBook, cruising the Internet.
Harper blocks business time, family time, personal time and plans her entire week.
- Relational, good communication skills , people skills ...
- Works well in a team. katie

Tuck Shaklee Business Into Conversations Katie

Katie calls customers. When she finds someone who really loves the products... “ If you are ever looking to earn additional income or to get your products free (like I was) ... let me know and I can tell you more about that side of Shaklee . Shaklee has been such a blessing to me ... Sam and I have gotten to go on 2 trips , we get monthly car payments , and nice monthly checks .

And when I was so sick with hyperemesis (serious all day nausea) when pregnant with Caleb, I so appreciated how flexible it was. I learned that women who have this often have to quit their jobs because it is so debilitating and continues for first 3 months.

And after having a baby, women go on unpaid maternity leave . And I am receiving a check for over \$1700 3 weeks after having Caleb. “

Using 3-Way Calls To Introduce Possible Business Partners to Your Upline

katie

If there seems to be an interest in knowing more about home business...

1. You can send links to learn more
2. Set up a 3-way call with your upline... “ If you would like to know more about the business, I’d be happy to set up a 3-way call with Harper Guerra. She is an amazing teacher and very successful in Shaklee and she could tell you more about how this all works and could answer your questions better than I. “ (edify upline, edify downline,)

Survey – People who grow the fastest in Network Marketing utilize 3-way calling the most.

Build Relationships with Members

Periodically , she sends a free product.

“ Thanks for being such a great customer and supporting my business. Choose a free product from this list and I’ll send it to you with your next order. “ (Set up under gift fulfillment on My Shaklee.com)

Katie sends a thank you note to each customer and some information on one of the products they ordered (recipes for Shaklee 180 .. Or list of uses for Basic H, etc)

Insert a Dream Plan brochure with a note only to people she would really like to work with and feels they have the ability to develop a successful business. ...

“ Shaklee has been a wonderful opportunity for me. If you would ever like to know more about a home business, I’ll be happy to send you some information. “
katie

Conversations About Home Businesses

Example # 1 Neighbor Invited to Play Date

“ Your husband told me you are leaving your job.. **Tell me about** that... how do you feel about that?”

Days later –

“ **I was thinking about our conversation** last week. I just received notice about a special meeting on starting a home business (in Spanish) ... and wanted to ask you if you have ever thought of doing something from your home ?

Would you like me to send you some information ? “

(acknowledging Your reason Using third party information)

Action Step –

Sent her information to evaluate (see list next slide)

Invited her to a 3-way call

Harper

“ Always let people know there is a business opportunity “ Lisa Anderson

Example #2 – High School Acquaintance – Harper reconnected with on FaceBook

Harper -- “ Do you miss working?

Stephanie -- Yes .. But want to be home with the kids

Harper – We need to talk . I just left a meeting with wonderful like-minded moms in my Shaklee business ... and we were talking about how much we love the work we do . One of my business partners just got a check from Shaklee for \$500.

(sharing a story about your reason, responding to a need)

Action Step

-- Sent links to learn more

-- Followed by LIVE phone call

harper

“ I saw your FaceBook post...
Looks like your business is going well.”

Example # 3 Met friend of a relative at a wedding.

Harper “ Tell me about what you are doing now.

Friend “I want to go back to school, but don’t know how to fit that in with working full-time.”

Harper -- “ Hmm .. Don’t know if this would be of interest to you or not .. But maybe you might like to look at starting a home business like I’m doing ... I know people who develop home businesses and the business generates money for school, but is lots more flexible than a full-time job.

Action Step

-- Sent links to learn more about Shaklee and home business benefits

-- Followed with a **live** phone call

harper

How I found my business partners.



Michelle
Parrott

1. I post my success on Social Media.
2. I share how Shaklee helps my family's health & income.
3. I am ALWAYS honest & I don't "shove" Shaklee down their throats.
4. I don't only post "Shaklee stuff".



When I asked my team WHY they approached me about the business & WHAT their goal was, this was their response:



Angie Struemke
Distributor

I saw you doing it, with 4 kids and a husband who was gone half of the time and thought "Heck, if she can do it with 4 kids, I can do it with 3!"

I knew my family was sick and we needed help to become healthier. We weren't in a position to be able to afford it without me working an extra job and my husband's work schedule doesn't allow for me to work evenings doing something like retail, which I would hate. So, this was actually PERFECT for me to work: where I want, when I want...while my family became healthy.



Heather Orr
Distributor

Your enthusiasm and personal results helped me believe in the company enough to try it for myself and my results made me fall in love.

But your business skills and leadership skills are admirable and really encouraging in the dark side of direct sales.

I wanted a way to make an income and stay at home with my toddler, but I was never interested in other direct sales businesses because I don't use or can't afford the products but Shaklee is something I believe in and use everyday and wanted to share/sell.

A Facebook Event

an extension of Angela's
Re-Grand Opening event



A two-day event that highlighted:

- Products
- Shaklee Facts
- Personal Testimonies

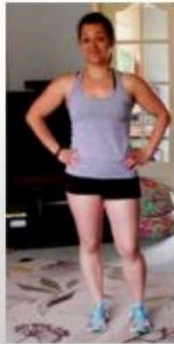
Prizes to encourage interaction & follow-up
after event closed.

The event produced 3 orders & 8-10 guests
that asked for a follow-up for more
information!

November 2012



July 2014



JUL
09

What the heck is Shaklee?!!

 **Shaklee®**



Save money and space!



Replace these...



with these!

A Facebook Event Continued

SOY:

I frequently get asked about this topic. If you into any of the health blogs it's either soy is great or it's the devil.

I've done some research on it myself and I'm at the position where I feel that you have to make your own personal decision. I personally think it's safe for myself and other healthy individuals, but I discourage the use of soy for anyone that has severe allergic reactions to it.

Save money and space!



SOY:

THE REAL DEAL

MYTHS VERSUS FACT

What's the deal with soy?

There is a lot of misinformation circulating on the internet about soy, and finding accurate and relevant facts to make an informed decision can be difficult at best. This guide should help shed some light on the popular headlines and help you navigate between the myths and the benefits of soy.

WHERE ARE THE SOY MYTHS COMING FROM?

There are actually only a few so-called "soy battles" who are the main instigators in the war on soy. These are soy activists who happen to be very vocal, and they're spreading most myths about the effects of soybeans, a group of naturally occurring, nontoxic (the word "nontoxic" does not mean plant chemicals that are found in soybeans).

But, really, almost all of the negative reports about soy stem from studies that involve rodents. The thing is, rodents metabolize soy much differently than humans¹¹, so citing these studies as a scientific model for how soy affects humans isn't all that helpful. So let's take a look at human data.

HUMANS AND SOY

Other than those who are allergic to soy products (see below for this¹²), the vast majority of the medical and scientific communities agree that people can safely consume soy foods. Numerous scientific results obtained from human data, observational studies, and clinical research all validate a variety of health benefits as well as the safety of regular consumption of soy.

MYTH 01

Consuming soy can increase the risk of breast cancer.

Breast cancer and the effects of soy is probably one of the most controversial arguments out there online and in real life. Regardless of who is getting the loudest, the fact of the matter is that for more than 20 years the U.S. National Cancer Institute and laboratories around the world have been rigorously investigating the role of soy in breast cancer prevention¹³. Breast cancer **PREVENTION**, not **TREATMENT**, which is what many people who fearfully consume soy as a defense when they're told to lower breast cancer rates, that populations consuming a regular diet of soy¹⁴. And because roughly two-thirds of breast cancer is estrogen sensitive, the anti-estrogen effects of soy isoflavones may actually help decrease breast cancer risk. To top it off, studies have found that soy foods and soy isoflavones don't increase breast cancer density or cause breast cells to multiply¹⁵, unlike hormone therapy. In fact, consuming soy during the early years of life (the first 20 years, to be specific) may help to reduce the risk of breast cancer later in life¹⁶. And, in two recently published studies, soy consumption has also been shown to actually be associated with reduced recurrence rates and improved survival in people with breast cancer^{17, 18}.

Soy and your diet

The RDA for protein is 46 grams per day for men and 44 grams per day for women. Soy is a good source of protein, with 15 to 25 grams of soy protein per day, or roughly 1 to 3 servings.

a good goal is to consume about 15 to 25 grams of soy protein per day, or roughly 1 to 3 servings.



The soybean is a legume (i.e. a plant), and is in the same family as black beans, fava beans, navy beans, lentils, chickpeas, pinto beans, snow peas, peanuts, green beans, cannellini beans, and many more.

Soy is a good source of vitamin B, iron, and potassium.



MYTH 02

There is no evidence of any health benefits from soy.

There is a lot of misinformation circulating on the internet about soy, and finding accurate and relevant facts to make an informed decision can be difficult at best. This guide should help shed some light on the popular headlines and help you navigate between the myths and the benefits of soy.

MYTH 03

There is no evidence of any health benefits from soy.

There is a lot of misinformation circulating on the internet about soy, and finding accurate and relevant facts to make an informed decision can be difficult at best. This guide should help shed some light on the popular headlines and help you navigate between the myths and the benefits of soy.

Action Steps Session 5



- Make a list of people you would like to have a conversation with regarding home businesses.
- Choose an idea discussed today (posting on FaceBook , sending Dream plan brochure with a note, having a conversation about home businesses, etc)
- Continue to set up 3 to 5 activities a week with the goal of sponsoring 3 to 5 new members a week
- Consider setting up an informal half-hour Business Stories Conference Call
- Register for Long Beach ... This will be a very special event.
- Keep your goals in front of you. lisa

Invitation to Conference Call on Home Businesses

"Hi Joy, this is Lisa Anderson. I remember you mentioning that you are working on saving for your retirement, and I thought of you and wondered how that is going ... Tell me about that.

We have a conference call coming up that might be of interest to you. We will be discussing options for retirement including home businesses I have a feeling you might find the information of value. The call is about 30 minutes. Would you like me to send you some information on the call.?"

"Hi Brenda, this is Lisa Anderson. I was thinking about you the other day because I have been working with a number of young moms(or I have been listening to a number of young moms talk about) who have found that a home business is the perfect fit for them .. They are working with other moms, they are at home with their kids .. And they are bringing in some nice income. So that's why I was thinking about you, Brenda, because it occurred to me that you might want to hear about this .. And you might have friends who might want to hear about this ... lisa


Outline for Business Stories Conference Call

Facilitator welcomes everyone , introduces themselves and the first speaker.

First Business Leader shares their story of what attracted them to Shaklee and a Shaklee home business.

Then 2 or 3 additional speakers talk about specific benefits of the Shaklee business that were important to them.

Close with directing guests to contact the person who invited them to answer their questions , to review additional materials and to learn about next steps.
lisa

A photograph of a dirt path winding through a lush green forest. The path is covered in fallen leaves and leads into the distance. The trees are tall and dense, with sunlight filtering through the canopy. A white rectangular box is overlaid on the upper half of the image, containing a quote in black text.

“People may forget what you said,
And they may forget what you did,
But they will never forget
How you made them feel.”

Maya Angelou



Phrases to Make Your Guest Comfortable

- This might be a match for the things you want
- I don't know if this will be a fit for you or not, but I'd love to get your feedback
- I'd like to see what you think
- I'd love to share some of my favorite products with you. Maybe you will fall in love with them, too.
- I'm Ok with "no",...however, in your case.. I really want a yes! (smile)
- I'd love to show you what I do
- It might be something for you to think about

Your Tone of Voice Will Reflect Your Confidence and Belief

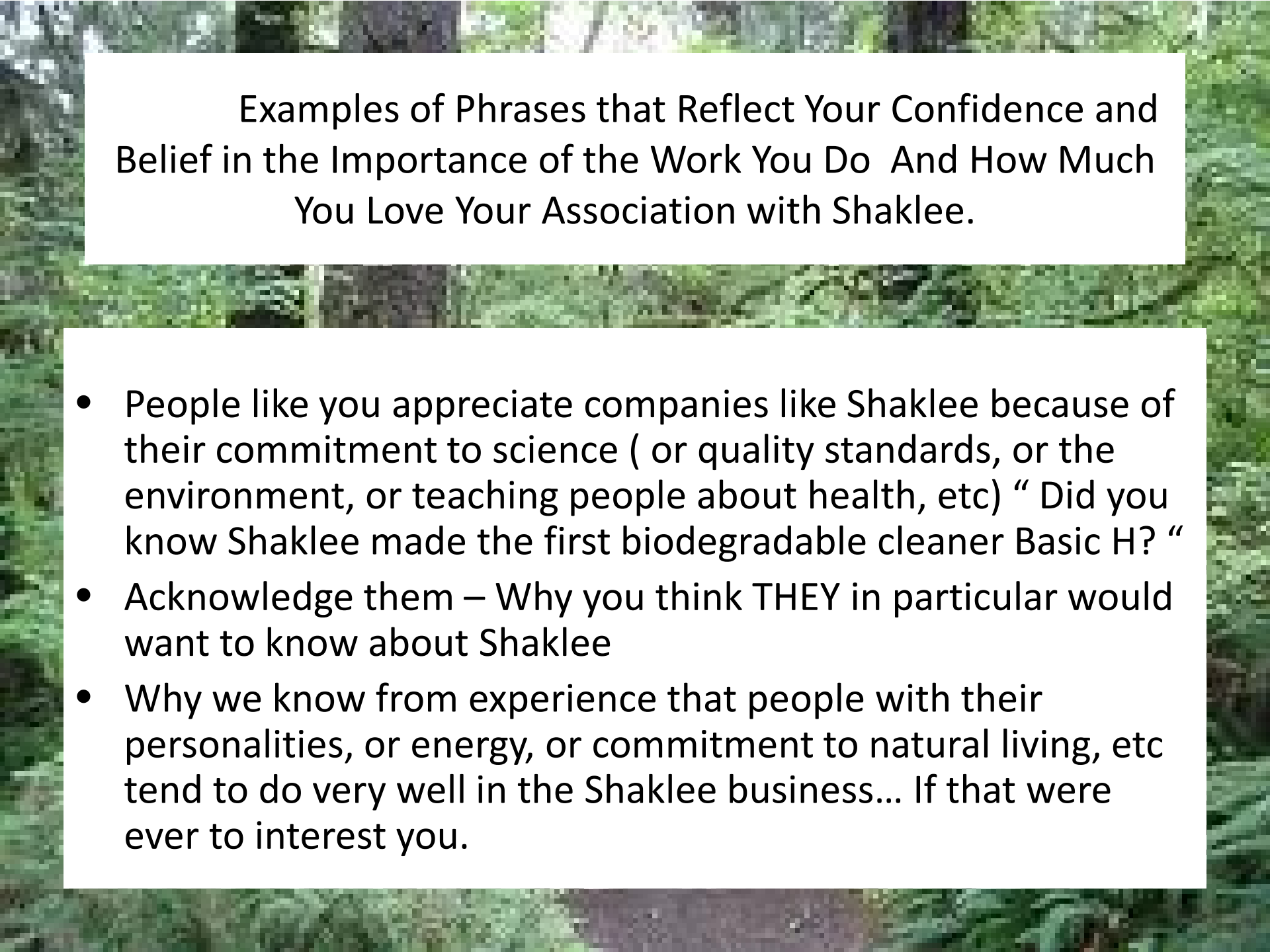
Check your intonation ...

*Apologetic (Could I maybe show it to you .. I don't know ..
Might be of interest to you....I'd just like your opinion ...
won't take too long.. Don't want to bother you, etc)*

Or

Confident know they will want to see this, even if the timing
may not be quite right yet... YET

*("I've been with Shaklee long enough to know that if the
timing is right for you, people like you tend to be very
successful.")* lisa

The background of the slide is a photograph of a dirt path winding through a dense forest. The path is covered in fallen leaves and is flanked by tall, green trees. The lighting is soft, suggesting a shaded forest environment.

Examples of Phrases that Reflect Your Confidence and Belief in the Importance of the Work You Do And How Much You Love Your Association with Shaklee.

- People like you appreciate companies like Shaklee because of their commitment to science (or quality standards, or the environment, or teaching people about health, etc) “ Did you know Shaklee made the first biodegradable cleaner Basic H? “
- Acknowledge them – Why you think THEY in particular would want to know about Shaklee
- Why we know from experience that people with their personalities, or energy, or commitment to natural living, etc tend to do very well in the Shaklee business... If that were ever to interest you.

Monday Wellness Webinars Schedule

July 7 -- Presidential Master Coordinator Gary Burke shares his story and overview of benefits of home businesses.

July 14—Hormonal Imbalance in Women -- natural approaches

July 21 – Nutritional Support for Cancer Patients – Cancer Researcher Dr Steve Chaney

July 28 – Inside the World of Shaklee a review of Shaklee's history, philosophy and products, benefits of membership and home business advantages.

Archived at www.BetterHealthin31Days.com

Click here to attend

<https://www2.gotomeeting.com/register/168936498>



Next Session #6 – Presenting Business Information And Resources Available To Help Us

