**Shaklee Member Process**

**Invite**- Listen for needs, ask permission to share Shaklee. Can be in home, 1x1 or start with giving information and then setting appointment.

**Share/Present**- either formal or informal, share the whole story, follow up after appointment, continue the “flow” of information (Educate on Shaklee Difference, expose them to all Shaklee offers-use tools i.e. CD’s, DVD’s, Short Stories, testimonies)

**Sponsor**- Get them sponsored into Shaklee’s system and into your own data base for member care, add to group e-mail list (with members permission)

**New Member Letter & Orientation**- Mail new member letter within 2-3 days of sponsoring, set up new member appt (see information for new member appt & orientation) for 1 week after sponsoring, in person or over the phone. Set the stage for excellent customer care and future follow up, continue the education process

**Follow Up**- in the beginning quite often to make sure all is going well and to continue to help them explore other product lines, continue “flow” of information i.e. newsletters, emails, phone calls, you must track this, and you must have some consistency

A strong and stable Shaklee business is built with a system for sharing Shaklee with others and excellent customer care. Having a consistent process of grounding your members in the Shaklee difference and building trusting relationships with them will provide you with a solid consumer base and a steady flow of quality referrals for a lifetime. We have the pleasure of helping people live healthier lives by listening for them to share their needs and offering solutions through amazing Shaklee products!