


The price of anything is the amount
of life you exchange for it.

-Henry David Thoreau



The best advice I've ever received is:
'No one else knows
what they're doing either.'

-Ricky Gervais

Report from New Directors Conference 2016 Christine Cropper and Angie Thomas

Glorious ! Amazing ! They care so much !!

- Connection to Home Office and Field Leaders
- Invested in us and equipped us ...
- Dan Henderson -- Inside out Coaching



Dan Henderson Inside Out Coaching

See Shaklee Effect Fall 2013 (Bobsfiles.net)

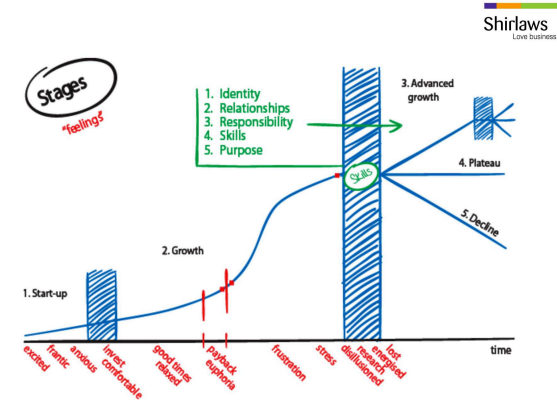
How To Get Them Started Properly Session 12 Nov, 2012

Coaching Business Partners Session 13 Dec 3, 2013

NDC Report -- On The Journey, We Will Encounter Walls

Congratulations and
Welcome to “ANXIOUS” --

The stages of the journey happen to
everyone.



See Kevin Crandall -- Legacy and Leadership Spring 2015 Feb 5

Your Shaklee Journey Session 4

(At BetterFutureStartsToday.com/____ your name)

NDC Report -- Open Your Mind

- What we do isn't just for stay-at-home moms, moms that want to stay home or people who want more money. It is something that offers financial security and stability to everyone.

...but put your blinders on

- We are going to hear “no”.
- Don't let negative people cloud our drive.
- Don't let comparison or gossip get in our heads either

I'm at
Roger's
Desk!





Remember The 5 S's

1. Have I made our business simpler?
2. Have I told a compelling story that will inspire people to re-tell the story?
3. Have I made our business speedier?
4. Have I made our business more social?
5. Have I made it easier for a distributor to be successful?

This sits on Roger's Conference Table
as a daily reminder.

Remember the 5 S's
when making a Shaklee decision
that impacts the field...

Ask yourself?

1. Have I made our Business Simpler?
2. Have I told a Compelling Story that will inspire people to retell the story?
3. Have I made our Business Speedier?
4. Have I made our Business more Social?

Most of all,

5. Have I made it easier
for a Distributor to Be Successful?





You *have* to be here next year!



Francine Roling, Cassie Anderson at Napa winery NDC



Chief Science Office Dr Daggy



Feeling like Roger at Roger's desk



Shaklee events start with morning runs



Reports from New Directors Conference

- The labs 108 years of experience.
- Doug DeBernardi at Shaklee 39 years
- The science
- A must-attend
- A treat



Tour of the Forrest C
Shaklee Innovation Center



If you ever have audio challenges
during the webinar ..

We don't have an answer for
why that happens, but consensus is:

- just close
- and log in again
- and then for some reason
all is well !.

**CAN
YOU
HEAR
ME
NOW?**

Shaklee Strategies Forum Fall 2016



Charlene Fike Story

How Shaklee Business Funds Non-Profit Work

September 27

Our Strategy Team



Master
Coordinator
Barb Lagoni

becky



Senior
Coordinator
Michelle Parrott



Senior
Executive
Coordinator
Katie Odom



Coordinator
Angie Thomas



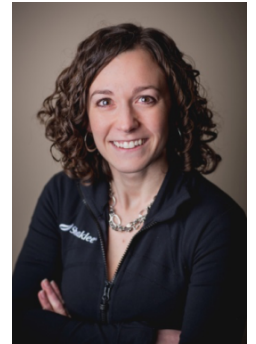
Senior
Executive
Coordinator
Ashley
McDonald



Senior Coordinator
Becky Choate



Francine
Roling



Key
Coordinator
Harper
Guerra

Objectives for Strategies Forum Session 4

September is Prime Time for Business Start-Ups

- We have lots of special guests today !
Starting with Presidential Master Coordinator Charlene Fike
Charlene will share her story of how the Shaklee business has funded non-profit ministry to which she and her husband, Doug, have dedicated their lives .
- Then we will continue to hear some great insights from 2 more leaders who just returned 3 days ago from the New Directors Conference

So our objectives today are to:

- Learn yet another story of how the Shaklee business impacts lives in the most inspiring of ways so we can pass those stories on to others.
- To set up events and appointments to introduce benefits of a Shaklee business to 3 to 5 people this week.

becky

Charlene Fike, Presidential Master Coordinator



In addition to mentoring emerging business leaders ...
Charlene's life's work --
Is empower disadvantaged women across cultures.

<http://kilometer66.com/>
<http://www.toccati.com/>



Join a hardy band exploring two of historic Indochina's most alluring destinations.
We've bracketed a very special foray through our favorite slice of northern Laos with a couple of carefully selected experiences in northern Thailand (including the legendary Loi Kratong "Festival of Lights").
This is a rare opportunity to experience this remarkable corner of the world with a small, select group of kindred spirits, drawing on the Fikes' three decades of regional exploration.



***Entrepreneurship is living a few years
of your life like most people won't,
so you can spend the rest of your life
like most people can't.***

C&D Promise

Changing things for the better!











Crafting lives that matter

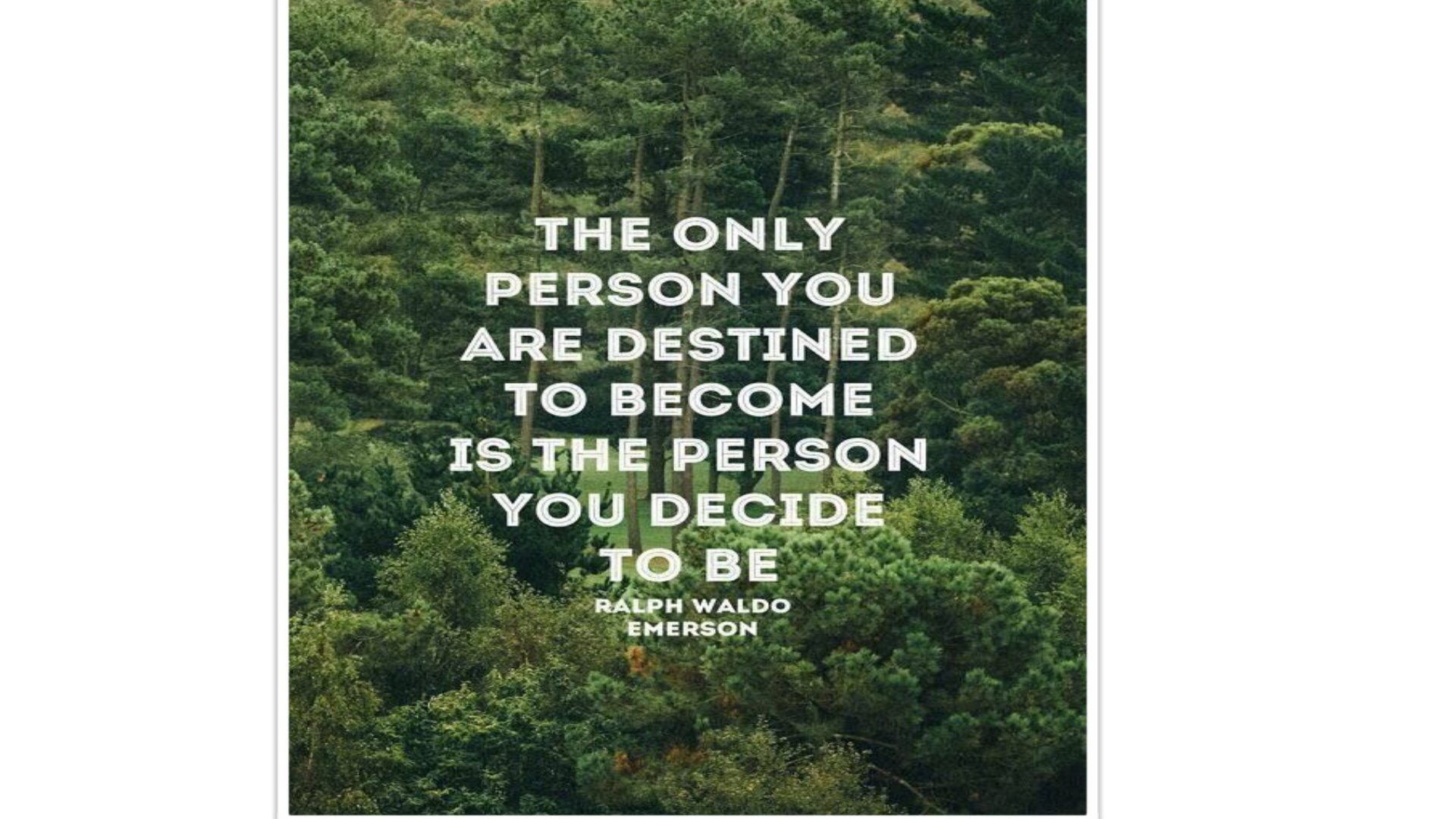
Digital Nomad





REMEMBER HER?

she is still there...inside you...waiting
let's go get her



**THE ONLY
PERSON YOU
ARE DESTINED
TO BECOME
IS THE PERSON
YOU DECIDE
TO BE**

**RALPH WALDO
EMERSON**

What is Shaklee?

OUR MISSION...
WHO WE ARE...
WE CAN DO THAT BECAUSE...
THE PROOF...
BUSINESS OWNERSHIP...
WHAT'S NEXT?

BUILD

SHARE

USE

MEMBER
Save 15%

DISTRIBUTOR
\$50-400 per month.

DIRECTOR
\$863 per month.

SR. DIRECTOR
\$1,109 per month.

COORDINATOR
\$1,738 per month.

SR. COORDINATOR
\$2,739 per month.

EXECUTIVE COORDINATOR
\$4,035 per month.

SR. EXECUTIVE COORDINATOR
\$5,467 per month.

KEY COORDINATOR
\$ 7,452 per month.

MASTER COORDINATOR
\$17,014 per month.

**Numbers are based on monthly amounts reported on form 1099 misc for all business leaders at that rank.



		save 15-18%	Member
		\$50-\$400/mo.	Distributor
Use		\$863/mo.	Director
		\$1,109/mo.	Sr. Director
Share		\$1,738/mo.	Coordinator
		\$2,739/mo.	Sr. Coordinator
		\$4,035/mo.	Executive Coordinator
		\$5,467/mo.	Sr. Executive Coordinator
Build		\$7,452/mo.	Key Coordinator
		\$10,151/mo.	Sr. Key Coordinator
		\$17,014/mo.	Master Coordinator
		\$21,868/mo.	Sr. Master Coordinator
		\$52,188/mo.	Presidential Master Coordinator

**based on monthly amounts reported on Form 1099 MISC for all Business Leaders at that rank

Francine Roling & Jean Zbinden Back from NDC

Beyond what we could have imagined ..
Life Changing

We arrived with goals to be Senior Coordinator
We left with goals to be Masters.
No fear.

Coached runners ---
“ Get into your head .. You can do this.
We just have to talk to people ...
Be authentic ...
And ... Repeat !



Senior Coordinator Jean Zbinden – Now I Am Looking for Coordinators



- Goal – to help every leader qualify for the next New Directors' Conference
- Gives you a picture of who this company is ...
 - How much they want us to succeed.
 - How hard they work for us.
- What changes now – giving total focus to enrolling next team members and inviting them to become apart of this amazing company.
- For the first time .. I can see how I can become a Master Coordinator.

Many Formats for Sharing Business Benefits

Invite to :

Individual appointment

Conference Call

Face Book Event (a Day in the Life)

Close all meetings and events with our business story and invitation to join us in our work.

Harper



MEET SHAKLEE

We've paid over \$5 billion to people just like you, and we offer products that make a difference to people and the planet.



So we have heard powerful stories from Laura Evans, Sarah Galbreth, and Charlene Fike...what do we do with these stories?

1. Be Inspired and reminded of our passion for Shaklee as an opportunity
 - Our passion and purpose is going to look different, but use these stories as a spring board.
 - These stories give a foundation for what is possible — FOR YOU
 - There will be moments of discouragement, disappointment and frustration, seeing those who have set their mind to move through those things onto success can give you the courage to do the same

harper.

Be boldly confident to share these stories and our own

- It is okay to borrow credibility while we are starting out!
We can share these stories with people
as we share the business.
- When I believed in what was possible was when I
began to have confidence to share the opportunity—
NOT when I became successful myself
- When we are confident in our WHY and the
POSSIBILITIES, we can begin to see those for OTHERS

harper



Action Steps for Session 4



- Make a list of people you would like to invite to a meeting about benefits of a home business.
- Decide in what format you would like to share the information... Face Book Event with live video, conference call, appointment, etc.
- Go to www.BetterFutureStartsToday.net / ____ your name and select the business presentation you like the best ... Then personalize it with your pictures and your story.
- Looking to October – Our Product Collection of the month will be Immune Products ... Now is the time to begin setting up events ... Conference calls, video conferencing (Zoom) , FaceBook events, appointments, in-homes.
- Suggested topics ... Say Boo to the Flu, Staying Healthy Through the Winter (or the Holidays, or Fall Allergy Season, or Cold and Flu Season, etc)

October Strategy Forum Schedule

Tuesday Oct 4 – Shaklee Immune Products

Tuesday Oct 11-- Immune Collection Strategies to Generate
1000 New PV

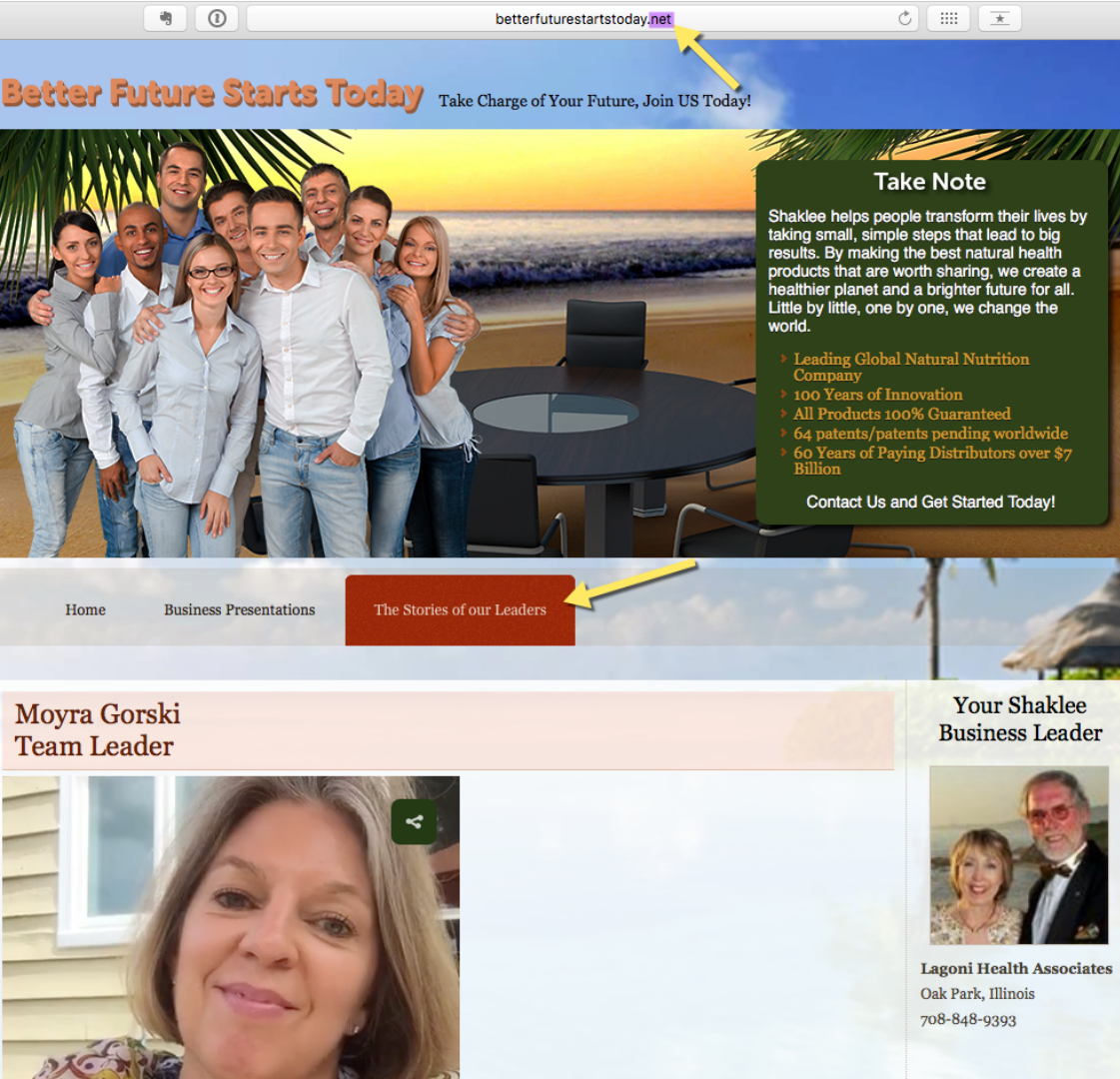
Tuesday Oct 18 – Lessons in Leadership

Tuesday Oct 25 – Harper & Ryan Guerra Story



Sometimes rejection in life is
really redirection

-Tavis Smiley



Better Future Starts Today

Business Presentations & Stories
Website

This site is named:

BetterFutureStartsToday.NET ←
Note the .NET at the end of the address.

Think of it this way. You are presenting the NETwork marketing business. So you use the .NET website. 😊

The training website is the .COM website.

Shaklee Video & Audio Archives

This webinar is archived on BetterFutureStartsToday.net



5 Personalized Websites Included

www.BetterHealthIn31Days.com
www.BetterFutureStartsToday.com
www.BetterFutureStartsToday.net
www.FeelBetterIn30Days.com
www.OurQuestForHealth.com

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Chairman's Retreat Qualification

- Increase our monthly PGV by an average of 3500 / month. (over base)
(21,000 PGV over the 6 -month qualification period)
- Base is found at ... www.ShakleeChairmansLeadershipRetreat.com
- Log in – our Shaklee ID ALL CAPS
- Password is our Shaklee ID ALL CAPS + zip code.

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