



Will's Health Story

- Will started taking allergy meds daily when he was a child.
- Daily he took Allegra or Singulair, and whatever OTC he could find cheapest.
- He started Vitalizer almost a year ago, along with alfalfa, extra vitamin D and C daily, and he's not needed one allergy pill since.
- He was just commenting how he hasn't needed meds since getting on his vitamins!





A JOB?

I went on an interview for a job and when the boss asked what I wanted for compensation I replied:

1. First, I would like a generous commission on everything I sell with no limitations on my income.
2. I want to be paid residually, forever.
3. I want the ability to earn all-expense paid trips for a job well done, not just the vacation TIME, but the whole vacation!
4. I would also like the opportunity to purchase my own products at a discount.
5. I expect you to provide me with the very best support, graphics, training and resources to grow my business.
6. When I bring in and train any new team members, I deserve to be compensated PLUS earn a percentage of their purchases and the purchases of the people they bring in and train.
7. I would like the opportunity to rapidly advance within the company.
8. When I do well, I expect LOTS of praise, recognition and gifts!
9. I would like my friends and family to work here too.
10. By the way, I need to set my own schedule and work only when it suits me and my family.

So when can I start??

After the owner recovered from shock, he roared with laughter, “You can’t be serious!?? You’re dreaming! You will never find an opportunity like that anywhere!! And if you do....come back and get me because I want to work with you!”

So....I gave him my business card!

Crystal Johnson

The Power of our Stories – Crystal Johnson

Since August 3rd...33 days I've been traveling and having fun! Plus..

- I've helped the YMCA and Dr. Morrow raise money for local children.
- I've helped a mom whose newborn has brain damage and he's meeting milestones doctors said he wouldn't.
- I've helped a Chamber member recover from knee surgery twice as fast as his doctor's other patients.
- I've helped 3 of my Distributors have their best months ever in September, one of them earning a free trip for two to San Francisco...a bucket list destination of theirs.
- They've all been helping others, too :-)
- I've helped many of you and many others to feel good and do good.
Yes, I answer my phone on vacation. Call me for help or to help.
I love my job and what I get to do!

"The Constable family LOVES you Crystal Johnson!! If you want to feel better- call her. Finn says thanks too"



Lessons From the Leadership Weekend

What I Learned About Connection

- I am often known as the Resident Analytical in groups to which I belong.
- I am the go-to person for details, qualifications, numbers analysis, etc.
- I love facts...

But this weekend, I confronted a downside to fact-spouting ...

My comfort with being analytical came from my discomfort of expressing my feelings.

And why is that important? Because that is how human beings deepen connections....through expressing their feelings.

So now THAT is what I am working on !

Crystal

Great minds
discuss ideas;
Average minds
discuss events;
Small minds
discuss people.

• ELEANOR ROOSEVELT •





*No one can make you
feel inferior without
your consent.*

- Eleanor Roosevelt

Shaklee Strategies Forum #9

Fall 2016



Harper & Ryan Guerra Story
October 25

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 9

Harper & Ryan Guerra Story

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.
- We will take a 3 second pause before beginning so we can post this story apart from the training in BetterFutureStartsToday.net

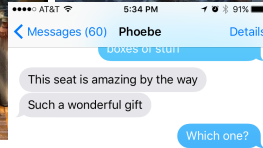


Be Part
OF THE
Effect[®]

My Shaklee Effect



Amber & Harner's Shaklee Effect





Rewarding Lifestyle



What if?

Extra Money



Trips

Shaklee
Creating Healthier Lives®

The background of the advertisement is a collage of three distinct images. The leftmost image shows a family of five—a father, mother, and three children—standing outdoors with a small white dog. The middle image shows a woman in a black tank top pushing a baby stroller with a child inside. The rightmost image shows a scenic view of a coastline with a sandy beach, turquoise water, and a rocky cliff under a clear blue sky.

Are you where you want to be in your life?

Are work and family in balance?

How do you feel about your health or fitness level?

Do you have the lifestyle you've always wanted?

The Shaklee Effect®

Shaklee helps people transform their lives by taking small, simple steps that lead to big results. By making the best natural health products that are worth sharing, we create a healthier planet and a brighter future for all. Little by little, one by one, we change the world.

Join today and
Be Part of the Effect®





USE

Experience the way
Shaklee products can help
transform your health.

SHARE

Share Shaklee products with
friends and family and earn
extra cash + rewards.

BUILD

Build a team in a way that works for
you and fits your life, with the potential
for significant financial rewards.

**HEALTHY
NUTRITION**

**\$41
BILLION**

+7%

**HEALTHY
SOLUTIONS**

**\$105
BILLION**

+5%

**HEALTHY
WEIGHT**

**\$14
BILLION**

+8%

**HEALTHY
BEAUTY**

**\$107
BILLION**

+5%

**HEALTHY
HOME**

**\$92
BILLION**

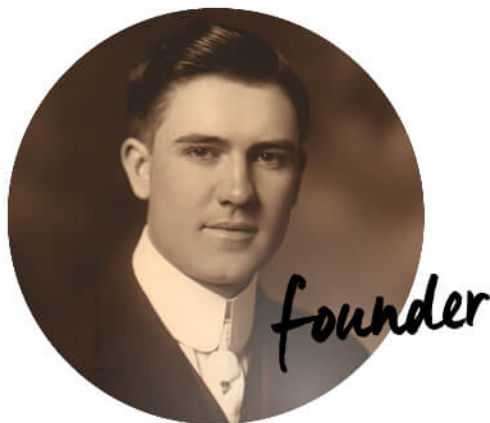
+7%

\$360 BILLION

Source: 2013 Euromonitor

We provide a Healthier Life for Everyone and a Better Life for Anyone®

- Dr. Shaklee—100 years of innovation
- A leading global natural nutrition company
- 71 patents/patents pending worldwide
- 60 years of paying Distributors over \$7 billion in commissions
- Dedicated to your long-term success



Dr. Forrest C. Shaklee
created the first multivitamin
in the US in 1915



Roger Barnett leading
the next 100 years of
Shaklee innovation

The Shaklee Difference™

Safe. Proven. Guaranteed.™

At Shaklee, we believe that nature holds the answers to a healthy life. By using safe, proven ingredients and the foremost scientific research, we formulate products that are truly life enhancing and 100% guaranteed.

SAFE

Working In Harmony with Nature® means ensuring our products adhere to the highest safety standards.

- We conduct over 100,000 quality tests a year to make sure that our products are 100% safe.
- We test for pesticides and contaminants.
- Product ingredients go through a screening process that far surpasses standards for the quality and purity of medicines, food ingredients, and dietary supplements worldwide.
- Our products are gentle on the environment.
- We do not test on animals.



The Shaklee Difference™

PROVEN BY SCIENCE

- More than 120 published clinical studies and abstracts
- 71 patents and patents-pending
- The Landmark Study is one of the largest long-term supplement usage studies ever done.
- Double digit better biomarkers in cardiovascular, heart and cognitive health and biological stress.
- Shaklee had twice as many users who rated their health as very good to excellent.



11%
LOWER

cholesterol ratios,
a key marker for
cardiovascular
health†



33%
LOWER

levels of
triglycerides, a
critical biomarker
for **heart health**†



36%
LOWER

levels of
homocysteine, an
indicator of **brain**
and **cognitive**
health†



59%
LOWER

levels of **c-reactive**
protein, a key
biomarker for long-
term **biological**
stress†



*Percentages reflect Shaklee supplement users compared with nonsupplement users. Data for nonusers was obtained from NHANES 2001–2002 and NHANES III 1988–1994.

the Shaklee difference™

At Shaklee we believe that nature holds the answers to a healthy and productive life. By using pure and potent ingredients and the foremost scientific research, we formulate nutritional products that are truly life enhancing.

PURITY

High-quality ingredients, safe products

POTENCY

Extensive studies, effective nutrients

PERFORMANCE

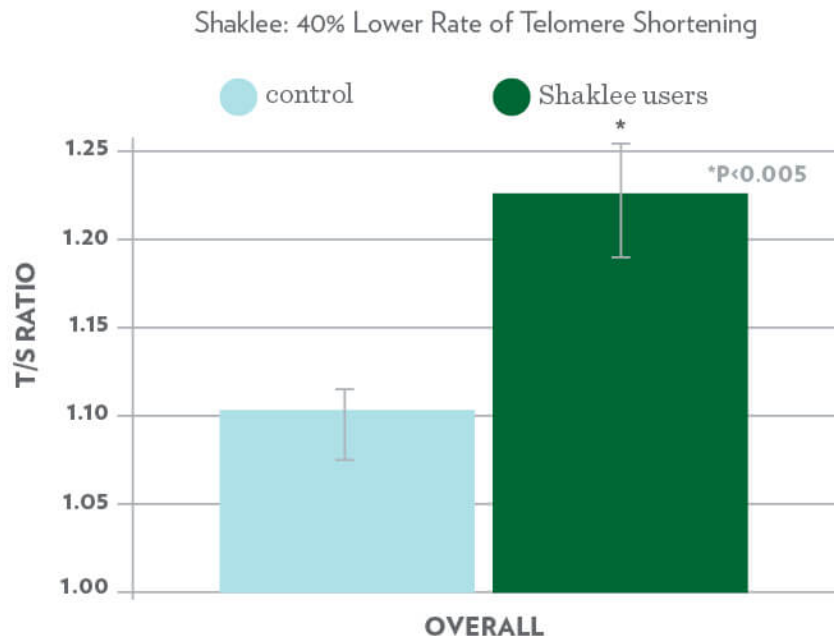
Better absorption, better results



The Shaklee Difference™

PROVEN BY SCIENCE

- The Telomere Study compared the telomeres of Shaklee users with a healthy control population, and the study showed that Shaklee users had significantly longer telomeres
- 40% lower rate of telomere shortening among Shaklee users
- Statistical analysis* projects that an 80-year-old Shaklee user would have the same telomere length as a 41-year-old



The Shaklee Difference™

PROVEN BY PEOPLE

- Millions of people use Shaklee to improve their health. Many Shaklee users have been customers for decades and tell inspiring stories of their life transformations
- Our Shaklee athletes, who have already won 137 gold, silver, and bronze medals, use Shaklee to get the performance and efficacy they need to compete



World-class athletes, driven to reach peak performance, who have won 137 medals at the games



NASA Commander Mark Kelly took Shaklee Vitalizer on the space shuttle Endeavour in 2011. Captain Scott Kelly also used Shaklee supplements during his year on the International Space Station

Shaklee
Life



100% GUARANTEED

We believe in the safety and proven performance of all of our products. If you're not satisfied with any of our products, you can send them back to us for a full refund, even if the container is empty.

That's The Shaklee Difference



Vita-Vitalizer Women's key ingredients are shown to blunt the biological stress response in healthy people following consumption of a high-fat fast food meal.



The Landmark Study showed that long-term Shaklee supplement users have markedly better health than single-multivitamin and nonsupplement users.



Vita-Lax Gold improved bone density in healthy postmenopausal women (Adequate calcium and vitamin D throughout life is part of a well-balanced diet for osteoporosis.)



Vita-Lax Gold improved immune response.*



Vita-Energizing Shake Mix helped regular exercisers gain about 25% more muscle and lose 50% more body fat than nonusers.



Vita-Lax increased blood-nutrient levels in healthy college-age women eating dietitian-designed diets.*



Shaklee 180 Weight-Loss Program supported effective weight loss without loss of lean muscle mass.*



Shaklee Life Plans. In a preliminary clinical study across the adult age range, the rate of telomeres shortening in Shaklee users was 40% lower than a healthy control group.*



SHAKLEE LIFE PLAN

The best, most comprehensive nutritional system in the world

- Feel amazing in 30 days
- Feel younger longer for the rest of your life
- 35 patents/pending

HEALTHY SOLUTIONS

Solutions for the most important areas of health

HEALTHY WEIGHT

Quite possibly the last weight-loss program you'll ever need

HEALTHY BEAUTY

Exclusive, seven-times patented, with the nutrients skin craves

HEALTHY HOME

Because home should be the safest place on earth



Shaklee® Life

- The best, most comprehensive nutritional system in the world
- Feel amazing in 30 days
- Feel younger longer for the rest of your life
- 35 patents/pending



Shaklee®
Creating Healthier Lives®

A photograph of three diverse women sitting at a wooden outdoor table. The woman on the left, wearing a white and yellow patterned top, is holding a black camera up to take a selfie. The woman in the middle, wearing a pink and blue striped shirt, is smiling and holding a glass of orange juice. The woman on the right, wearing a bright pink shirt, is also smiling and holding a glass of orange juice. The table is set with a large pitcher of lemonade, several bowls of food including a green salad and a fruit salad, and red candles. The background shows a white picket fence and greenery.

A better life

A flexible, rewarding way to earn an income on your terms
How, when, and where is up to you

Rewards—Distributor

- First step
- Earn product discounts and monthly bonuses
- Extra spending money
- Cover the cost of your products



Distributor

Director

Coordinator

Executive
Coordinator

Master
Coordinator

 **Shaklee**
Creating Healthier Lives®

Rewards—Director

- **Average annual income \$10,217***
- Earn Leadership trip to California
- Greater discounts and bonus potential
- Recognition and privileges



*2015 average annual income.
See the 2016-17 incentives
booklet for full details.

ALYSSA
WISCONSIN



Distributor

Director

Coordinator

Executive
Coordinator

Master
Coordinator

 **Shaklee**
Creating Healthier Lives®

Rewards—Coordinator

- Help at least two people to Director
- **Average annual income \$21,646***
- Earn a monthly Car Bonus
- Earn an exotic trip
- Earn extra cash bonuses on the *FastTRACK* program



*2015 average annual income.
See the 2016-17 incentives
booklet for full details.

MARC & ASHLEY
CALIFORNIA



Distributor

Director

Coordinator

Executive
Coordinator

Master
Coordinator



Rewards—Executive Coordinator

- Help at least three people to Director
- **Average annual income \$48,367***
- Earn a monthly Car Bonus
- Earn a VIP trip
- Earn extra cash bonuses on the *FastTRACK* program



*2015 average annual income.
See the 2016-17 incentives
booklet for full details.

CORRIE BETH & MIKE
NEW YORK



Distributor

Director

Coordinator

**Executive
Coordinator**

Master
Coordinator

 **Shaklee®**
Creating Healthier Lives®

Rewards—Master Coordinator

- Help at least six people to Director
- **Average annual income \$211,018***
- Earn up to \$600 monthly Car Bonus
- Earn an additional luxury trip to San Francisco
- Earn extra cash bonuses of up to \$89,000 in the *FastTRACK* program

*2015 average annual income.
See the 2016-17 incentives
booklet for full details.



CHANNY
CALIFORNIA



Distributor

Director

Coordinator

Executive
Coordinator

Master
Coordinator

 **Shaklee**
Creating Healthier Lives®

Rewards—All levels

Rank	Average of lowest 1/3*	AVERAGE*	Average of highest 1/3*	Monthly car bonus†	2016-2017 Incentive trips†	FastTRACK* awards	FastTRACK 50% match
DIRECTOR	\$4,274	\$10,217	\$19,105		New Directors Conference Bay Area		
SENIOR DIRECTOR	\$6,480	\$13,672	\$24,004	\$225 to \$250		UP TO \$1,000	\$500
COORDINATOR	\$10,350	\$21,646	\$36,395		Playa Del Carmen, Mexico	UP TO \$3,000	\$1,500
SENIOR COORDINATOR	\$18,582	\$33,540	\$52,038	\$325 to \$375		UP TO \$5,000	\$2,500
EXECUTIVE COORDINATOR	\$30,421	\$48,367	\$69,024		Machu Picchu, Peru	UP TO \$10,000	\$5,000
SENIOR EXECUTIVE COORDINATOR	\$41,171	\$65,020	\$92,777	\$400 to \$450		UP TO \$15,000	\$7,500
KEY COORDINATOR	\$61,893	\$95,867	\$140,073		Hometown Celebration	UP TO \$15,000	
SENIOR KEY COORDINATOR	\$84,479	\$121,819	\$173,942	\$450 to \$500		UP TO \$15,000	
MASTER COORDINATOR	\$118,718	\$211,018	\$343,864	\$500 to \$600	San Francisco	UP TO \$25,000	
SENIOR MASTER COORDINATOR	\$215,782	\$275,994	\$343,127				
PRESIDENTIAL MASTER COORDINATOR**	\$335,530	\$614,200	\$984,701	Keys			

*Average annual income includes all Dream Plan Rewards and is based on the monthly amounts reported on Form 1099-MISC for all Business Leaders at that rank. The sum of these monthly averages is the figure reported in the income disclosure statement. For the Low and High averages, the lowest 1/3 and the highest 1/3 of the amounts reported on Form 1099-MISC for all Business Leaders at that rank is averaged and the sum of these monthly averages is the figure reported, or, where sample size is small for a given rank, the Low and High figures are the sum of the absolute low and absolute high amounts reported for each month. **Two Paid As Master Coordinator Legs are required. Additional requirements apply for FastTRACK awards. For FastTRACK at Coordinator, an OV of 5000 must be achieved. For FastTRACK Sr. Coordinator, Exec. Coordinator, and Sr. Exec. Coordinator, OV Outside the Largest Leg of 5000, 10,000, and 15,000, respectively, must be achieved. †There are additional requirements for ranks and incentives. For full requirements, see the Statement of Privileges and Responsibilities of Shaklee Family Members and the 2016-2017 Incentive Booklet at Shaklee.com/dreamplan_details



Community

A diverse community of people helping people

A vintage teal Volkswagen van is parked on a sandy beach. The van's side doors are open, and two women are sitting on the steps. A young man stands to the left holding a surfboard. Another person is partially visible near the back of the van. The van has a surfboard rack on the roof. The background shows the ocean and a clear sky.

Designed by you

A simple system for success, driven by your personal style



Rewarding Lifestyle



What if?

Extra Money



Trips

Shaklee
Creating Healthier Lives®

The background is a collage of three images. The left image shows a family of six (father, mother, and three children) and a small dog standing outdoors. The middle image shows a woman in a black tank top pushing a baby stroller with a child inside. The right image shows a coastal landscape with a sandy beach, turquoise water, and a rocky cliff under a blue sky.

Are you where you want to be in your life?

Are work and family in balance?

How do you feel about your health or fitness level?

Do you have the lifestyle you've always wanted?

A couple is seen from behind, sitting on a dark metal bench. They are looking out over a body of water towards a city skyline with several tall buildings. The scene is bathed in the warm, golden light of a sunset or sunrise. The text "How do you see yourself fitting in?" is overlaid in white, sans-serif font across the middle of the image.

How do you see yourself fitting in?

3 ways to join

USE

Experience the way Shaklee products can help transform your health.

SHARE

Share Shaklee products with friends and family and earn extra cash + rewards.

BUILD

Build a team in a way that works for you and fits your life, with the potential for significant financial rewards.

A group of five people, three men and two women, are captured in mid-air, jumping with their arms and legs spread wide in a V-shape. They are wearing athletic clothing: tank tops, t-shirts, and leggings or shorts. The background is a lush, green forest with trees and a dirt path. The overall mood is energetic and healthy.

What will your Shaklee Effect be?

Being Smart with Your Money

Taken from “10 Secrets from Millionaires that might Surprise You” www.thebalance.com



- 1. Steady Savers:** The majority of millionaires began making the maximum contributions to their 401Ks in their 20s and 30s. Remember, every dollar that you put into your 401K is pre-taxed and several companies will offer matching contributions. In 2015, the amount you can personally contribute has gone up to \$18,000/yr.
Shaklee Application: if you or your spouse has a 401K, you can use your Shaklee income to contribute to the fund with matching funds from the company. The \$18,000 money amount would be the equivalent of \$1500/mo and that is Director Rank with 4000PV/month.
- 2. Save the Raise:** The impulse is to spend when you get a raise in your paycheck. What if you were to save 1/ 2 of your raise to build your savings or put towards a current bill – car payment, college tuition bill...
Shaklee Application: When you receive each new rank, your income will rise because you are receiving more %s from the Dream Plan. Consider saving part or 1/ 2 of your income increase. francine

Being Smart with Your Money continued...



3. **Investing & Not Being Afraid to Ask for Help:** Many millionaires utilize investments and allow them to grow for years. Successful people know their strengths and their weaknesses and are not afraid to ask for guidance.
4. **Avoid the Fancy Toy Trap:** Today's millionaires are often very conservative with their cars, homes...They aren't out purchasing jewelry and mink coats.
5. **Good Credit & Goal Setting:** Millionaires have great credit so that they can get the lowest interest rates on cars and homes. They also plan out and set goals. They have a clear vision about what they want and determine how to get there.
Shaklee Application: Set the goals that you would like to achieve in your Shaklee business. Once your goals are set, determine how you are going to reach your goal. And always, determine your WHY behind all of your business to sustain you even when you have bumps along the way.
6. **Real Estate:** Millionaires often have modest homes, maintain them well and may invest in rental properties.

Action Steps for Session 9

- Let's set a goal to share the stories we have been hearing this semester with 3 people every week... remembering so many of our colleagues experienced tremendous financial pressures that nobody knew about... and how grateful they were someone told them about Shaklee.
- Today we heard Crystal Johnson's report of how meaningful her work is to her and others
- and Harper Guerra's story about health regained, income and life lessons learned along the Shaklee journey.
- Remember we can be a life-line .. For health, for income and for community
- 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.

November/December Strategy Forum Schedule

Tuesday Nov 1 --- Shaklee Product Collection for Healthy Digestion

Tuesday Nov 8 – Discover Shaklee Event & “Put Your Passion in it Place.” ..

Ashley McDonald

Tuesday Nov 15 – New Directors Take Off Plan

BREAK -- Happy Thanksgiving ..

We are thankful for you!



Tuesday December 6 –

Tuesday December 12 –

Happy Holidays – We will return in early Jan (see
Learning from the Masters FB for details)



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

- **Your subscription directly supports maintaining this webinar Room**
- Best Shaklee Field Training Archive Available Anywhere
- **Largest online Shaklee Media Library**
- Over 500 Shaklee audio/video recordings and growing weekly
- Automated Learn & Earn Program (included but optional)
- Dedicated Shaklee Business Resource Website
- Dedicated Shaklee Business Presentation Website
- **Four Podcasts included**
- Video archive of Training webinars
- And much, much more for only \$16.99/month



Limited Time Special - Subscribe Today here: <http://bit.ly/bhwebinarspecial>