

# **Better Health In 31 Days**

# **Christmas Subscription Special**

**Join our Better Health Facebook group  
and request the special link from Michelle.**

**[www.facebook.com/groups/bhi31days](http://www.facebook.com/groups/bhi31days)  
or click here to go there now.**

**Don't delay too long.**

**Before the end of the month we will stop accepting new subscriptions  
New subscriptions will be unavailable.**

**There are a lot of new websites and updates coming in the new year for current subscribers!**  
**Don't miss out!**

# Impact 1,000,000 minds

Help us raise awareness and support for brain health research.



MindWorks™  
CHALLENGE



## CHALLENGE ISSUED

At Shaklee Live in Long Beach, our friend Maria Shriver challenged us to use our blockbuster new product MindWorks™ to raise money for brain health research.

For each bottle of MindWorks purchased, Shaklee will donate a portion of the proceeds to fund brain health research through a university research grant program.



+ **CogniFit™**  
Brain-Training Software

## Mind Works Promotions In Conjunction with Dr. Phil Show through 12/31/14



New person who joins with **1 bottle of Mind Works** receive **FREE membership** to save 15%.

New person joins with **2 bottles of Mind Works for \$99.90** receives **FREE membership** to save 15% and **FREE shipping** (up to \$9.00).

New person who joins with **2 Mind Works** will get **FREE Membership** to save 15%, **FREE Shipping** (up to \$9.00) **AND FREE 60-count Omega Guard** when order one of the Product Regimens within 45 days of join date.

Existing person who orders 2 bottles of Mind Works receives **FREE shipping** (up to \$9.00).

# FaceBook Post of the Week – from Michelle Parrott

## Michelle Parrott

17 hrs

Thank you for your order [Julia](#)!!!  
I can't WAIT to chat with you  
again in a few weeks after you've  
tried everything Plus, I'd just  
love to talk to you again



During my class tonight in the lecture she stated that we have to be VERY careful of the supplements on the market because many of them are not tested efficiently and don't contain what is on the label.

She mentioned how they had taken 15 bottles of various probiotics from a health food store and tested them for the bacteria and found that some of them actually contained HARMFUL bacteria in them!

I am so very thankful to know that Shaklee goes above and beyond in their testing processes.

**Michelle Parrott**

**December 8 at 11:51am**

Want to know why I use Shaklee Vitalized Immunity instead of the other brand? Check out the photo to see why.

shop for Vitalized Immunity here:

<http://bit.ly/vitalizingimmunity>

katie

Face Book  
Posts of the  
Week



Directions: Drop one tablet in 4-6 oz. of water, let dissolve, and drink. Adjust amount of water for best taste.

#### Supplement Facts

Serving Size: 1 tablet	Amount Per Serving	% DV
Calories	10	
Total Carbohydrate	3 g	1%**
Sugars	3 g	
Vitamin A (as beta-carotene)	1,250 IU	25%
Vitamin C (as ascorbic acid)	1,000 mg	1,667%
Vitamin E (as d-alpha-tocopheryl acetate)	30 IU	100%
Riboflavin (as riboflavin)	2.8 mg	165%
Magnesium (as magnesium sulfate & magnesium oxide)	40 mg	10%
Zinc (as zinc sulfate)	8 mg	53%

Amount Per Serving	% DV
Selenium (as selenium rice chelate)	15 mcg 21%
Manganese (as manganese gluconate)	3 mcg 150%
Sodium (as sodium bicarbonate & sodium carbonate)	230 mg 10%
Potassium (as potassium bicarbonate)	75 mg 2%
Proprietary Herbal Extract Blend:	70 mg †
Japanese honeysuckle ( <i>Lonicera japonica</i> Thunb.) (flower), Forsythia ( <i>Forsythia suspensa</i> (Thunb.) Vahl) (fruit), Schizonepeta ( <i>Schizonepeta tenuifolia</i> (Benth.) Briq.) (aerial parts), Ginger ( <i>Zingiber officinale</i> Roscoe) (dried rhizome), Chaste tree ( <i>Vitex agnus-castus</i> L.) (fruit), Dyer's woad ( <i>Isatis indigotica</i> Fortune) (root), Echinacea ( <i>Echinacea purpurea</i> (L.) Moench) (aerial parts).	

Amount Per Serving	% DV
Glutamine (as L-glutamine)	25 mg †
Lysine (as L-lysine hydrochloride)	25 mg †

\*\*Percent Daily Values (DV) are based on a 2,000 calorie diet. †Daily Value not established.

**OTHER INGREDIENTS:** CANE SUGAR, CITRIC ACID, MALTODEXTRIN, NATURAL FLAVORS, MONK FRUIT EXTRACT, NATURAL ORANGE FRUIT JUICE POWDER, SESAME OIL, COLORED WITH VEGETABLE JUICE.



Caution: Do not take if pregnant, breastfeeding, on medication, or with a known medical condition unless you have consulted a physician.

Item #22073

Distributed by Shaklee Corporation  
4747 Willow Road,  
Pleasanton, CA 94588  
Product questions: 925.734.3638



X1017A

## Why choose Shaklee's Vitalized Immunity?

1. No artificial orange flavor
2. The use of beta-carotene as a form of Vitamin A
3. No Sucralose

#### Supplement Facts

Serving Size 1 Tablet	Amount Per Serving	% DV
Each Serving Contains		
Calories	5	
Total Carbohydrates	1 g	<1%
Vitamin A (as Retinyl Acetate)	2000 IU	40%
Vitamin C (as Ascorbic Acid)	1000 mg	1667%
Vitamin E (as di-Alpha Tocopheryl Acetate)	30 IU	100%
Riboflavin (as Riboflavin)	2.8 mg	165%
Magnesium (as Oxide & Sulfate)	40 mg	10%
Zinc (as Sulfate)	8 mg	53%
Selenium (as Chelate)	15 mcg	21%
Manganese (as Gluconate)	3 mg	150%
Sodium (as Bicarbonate)	230 mg	10%
Potassium (as Bicarbonate)	75 mg	2%
Herbal Extract Proprietary Blend	350 mg	
Maltodextrin, Lonicera (flower), Forsythia (fruit), Schizonepeta (above-ground parts), Ginger (dried rhizome), Chinese Vitex (fruit), Isatis (root), Echinacea (above-ground parts)		
Amino Acids Blend	50 mg	
Glutamine (as L-Glutamine), Lysine (as L-Lysine HCl)		

\*Percent Daily Values are based on a 2,000 calorie diet. \*\*Daily Value not established.

**Other Ingredients:** Sorbitol, Citric Acid, Natural Orange Flavor, Mineral Oil, Acesulfame Potassium, Sucralose. Distributed by Airborne, Inc., Minneapolis, MN 55401. © 2011 Airborne, Inc. Contains No Artificial Colors or Preservatives. Store at room temperature.



**Airborne®** effervescent formula offers fast-acting absorption!

**DIRECTIONS:** For adults and children 12 years and older: Drop one tablet in 4-6 oz. of water, let dissolve (about 1 minute) and drink. Repeat every 3-4 hours as necessary, no more than 3 tablets per day. May be used in hot or cold water.

Do not take if pregnant, breastfeeding, on medication or with a known medical condition unless you have consulted a physician. Sealed with a tamper evident cap for your protection.

This statement has not been evaluated by the Food and Drug Administration. This product is not intended to diagnose, treat, cure or prevent any disease.

**Want to order? Visit:**  
**www.parrottwellness.com**



# Teaming Up Fall 2014 –Lesson 13

## Lessons in Leadership

### December 11, 2014

Senior Executive Coordinator  
Lisa Anderson



Senior Coordinator  
Katie Odom



With Special Guest :  
Shaklee Vice President  
Sales – Eastern Region



## Objectives for Session #13 – Final Session of Fall 2014 Semester – Lessons in Leadership

- Over the past 12 weeks, we have covered all the key steps in developing a successful business .. Strategies for developing customers .. Strategies for developing leaders
- We have explored the 3 key elements of conversations that connect us to others ...
- And have examined communication skills to help us be more effective in identifying the needs and interests of others ...
- So now what is left then ... is to begin the life-long study of mastering the art of leadership .. life-long because leaders are perpetual learners ... always working on ourselves .. Understanding that as we get better .. Our businesses get better .. As well as all the relationships in our life.
- That we prepare NOW for a fabulous 2015 ... and take advantage of major promotions from the company... and think about our goals.. for ourselves .. and our groups .... Now is the time for a 90 day plan that will begin Jan 1 so we can hit the ground running

lisa

# Report from Playa Del Carmen Dream Trip – Katie Odom First Time Attending



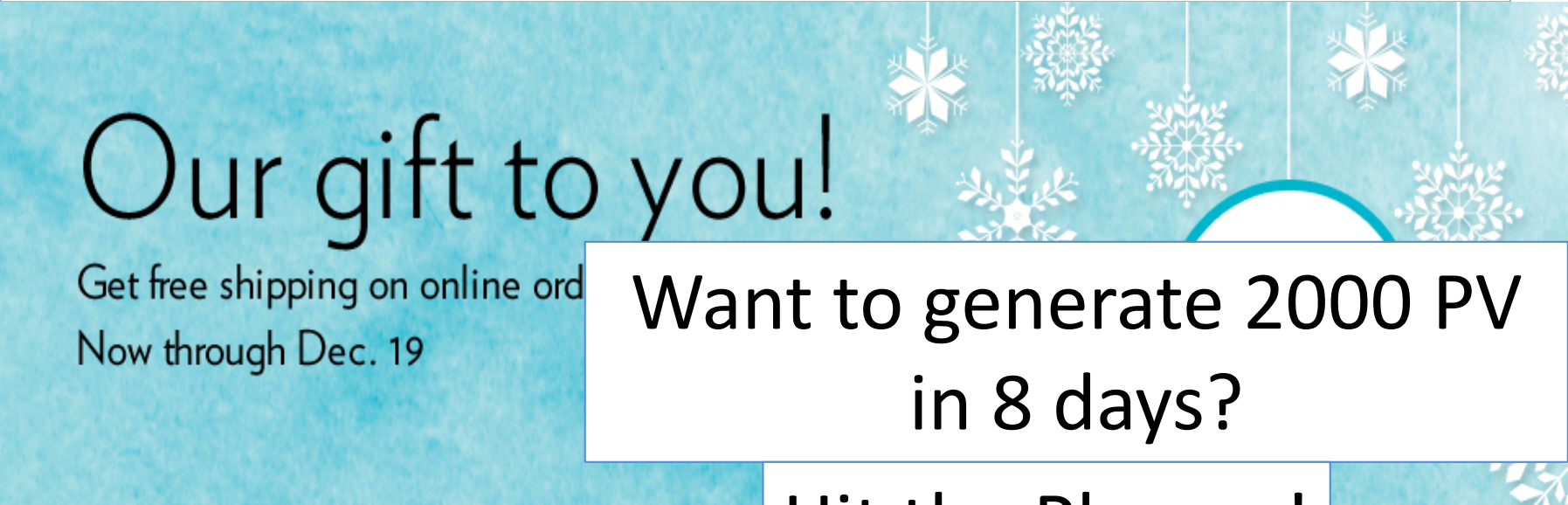
Why you want to work hard to qualify for a Shaklee trip

- The friends you make
- The ideas you learn
- The gifts Shaklee provides
- The time with your family and life long memories
- Figure out how you will qualify for the trip
- Base your activity every day around the plan needed to get you there
  - ex –you will need 2 first level business leaders
  - so make it a priority to find them & coach them to a solid 2000 PV and more





- **Take advantage of FREE shipping (up to \$20) when you place an online (PWS, MyShaklee.com, or Shaklee.com) order of \$200 or more!**
- **Offer ends Dec. 19. Place your order by 9:00 p.m. (PST) on 12/19 to take advantage. Need it by Christmas? Order by 12/16.\***



# Our gift to you!

Get free shipping on online orders  
Now through Dec. 19

**Want to generate 2000 PV  
in 8 days?**

**Hit the Phones!**

katie

# Objective for Free Shipping Promotion



- To introduce current customers to new products such as Get Clean Starter Kit, Meadow Blend Bars, Get Clean Water Pitcher, Hand and Body Lotion and that wonderful Moisturizing Shower Gel and Shea Butter Cream.
- To have them stock up on their favorites.. Especially immune products to grab if someone in the family starts feeling crummy.
- To call and thank our members for their commitment to health and recognizing the value of Shaklee products.

lisa

NOTE: Eligible for members, distributors and associates ... not Directors and Business Leaders.  
NOT eligible for AUTO-SHIP orders... except for Shaklee 180 kits



# Set the Record with Shaklee 180®

40,000 Pound Challenge | January – March 2015

Shaklee is kicking off 2015 with an ambitious goal.  
**Something no other company has tried before  
(which makes it perfect for the Shaklee Family).** lisa

Shaklee wants to set the record for most weight lost by a company or group.

*Whew!* How are we going to do that?

By doing what we do *best*...inviting our friends, family and communities to get on the path to better health by joining us in losing a combined **40,000 pounds** between January 1st and March 31st 2015.



**Jacqui McCoy: Challenge Ambassador**

Our ambassador for this challenge is Shaklee Family Member and record-setting participant in ***Extreme Makeover: Weight Loss Edition***, Jacqui McCoy.

**Jacqui lost 200 # on the ABC Program.. But never learned how to eat or be healthy.. And it all came back.**

**After one year on Shaklee 180, the weight left again and her health returned and she achieved her ultimate goal of having a healthy baby.. Who just recently arrived. Throughout the course of the challenge you'll hear from Jacqui sharing inspiration and insights along the way to help you stay on track!**

**lisa**

## Doing *OUR* Part | Two People + 10 Pounds + Three Months

Let's face it...40,000 pounds is a lot! But with each of us doing our part we can get there! If we all enroll 2 people in losing 10# over 3 months , we'll more than exceed our goal and most importantly we'll help countless people make changes that will set them on the path to a healthier life.

### Shaklee 180® Special Offer

- **New and current Members, Distributors & Associates** joining with a Shaklee 180® Turnaround Kit, Lean & Healthy Kit, or Smoothee Kit will **receive a box of Shaklee 180® Blueberry & Almond Meal-in-a-bars – an over \$30 value (SRP) -- for FREE.**



When you **sponsor new Members with a Shaklee 180® Kit**, you'll receive a box of Shaklee 180® Vanilla Smoothee Packets – a nearly \$60 (SRP) value – for **FREE!** **The top 10 Distributors sponsoring new people** with a Shaklee 180® Kit during the promotion period will also earn a free single-serve blender! lisa





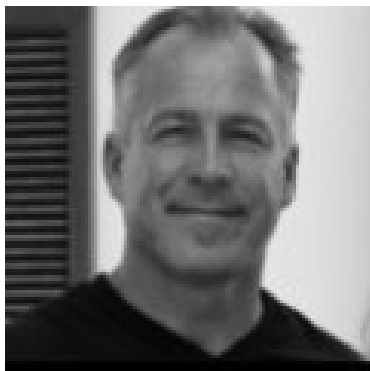


# Weekly Support Calls

To support you as you help your Shaklee 180® customers who are participating in the challenge, Dr. Jamie McManus, Chairman, Medical Affairs, Health Sciences and Education will host 12 Shaklee 180® Set the Record Calls on Tuesdays starting 1/6/2015.

These calls will feature tips and success stories along with special guests, including our challenge ambassador, Jacqui McCoy, and Shaklee Field Leaders who are successfully supporting people through the challenge.

lisa



# Lessons in Leadership

## L.E.A.P

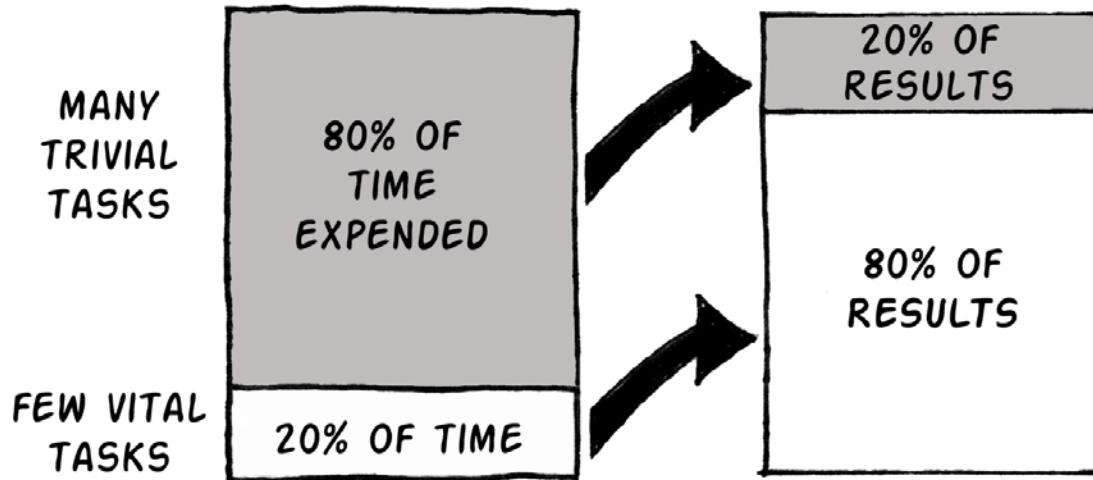
With Shaklee V P Sales Eastern Region  
Craig Cushman

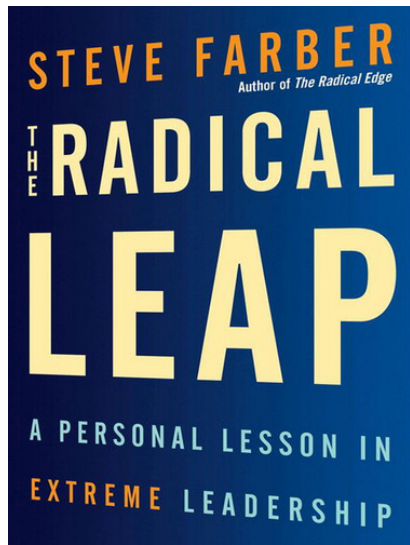
Attracted to Shaklee's innovation ... and energy .. and Roger's vision to propel Shaklee to become the greatest force for social change ... to be a part of jump starting the next 100 years of creating healthier lives...

"Shaklee is the most innovative company I have ever seen.. And a culture of compassion and idealism...whose vision and mission has never changed."

# The Power of One – the 90/10 Rule

- 80/20 Rule in today's world is moving to 90/10
- Why ... consumers are flooded with information ... technology is increasing the speed and number of connections .





## Radical Leap by Steve Farber

L.E.A.P. – Great leaders learn how to ...

- Cultivate love
- Generate energy
- Inspire audacity
- Provide proof



# Results Are Driven By Our Behaviors

Behaviors must change to produce different results.

A shift in our mindset – necessary for behaviors to change

- replacing the old negative self talk, memories, criticisms, failures, disappointments ... with positive images and visions of you achieving your dreams.
- Recognize where you are: IN your way ... or ON your way.
- Then develop the habits ... the new behaviors .. That will give you different more desirable results.
- Leaders help their business partners move through this process.



# Be Willing To Be Not So Good At First

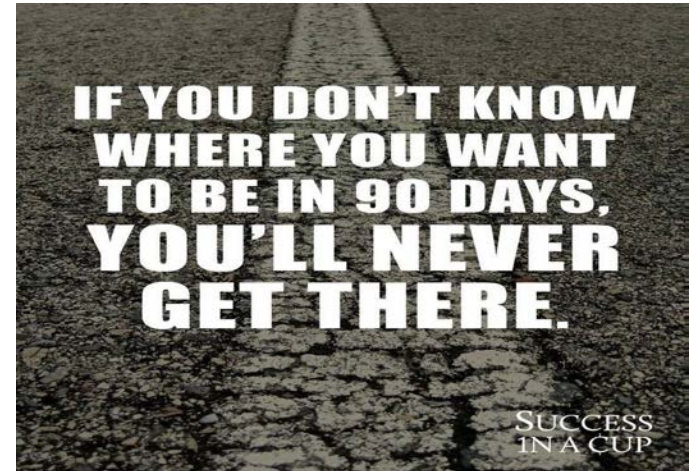
- Confront yourself -- who you are .... And who you aren't
- Be OK with your strengths... and your weaknesses
- Practice to get better

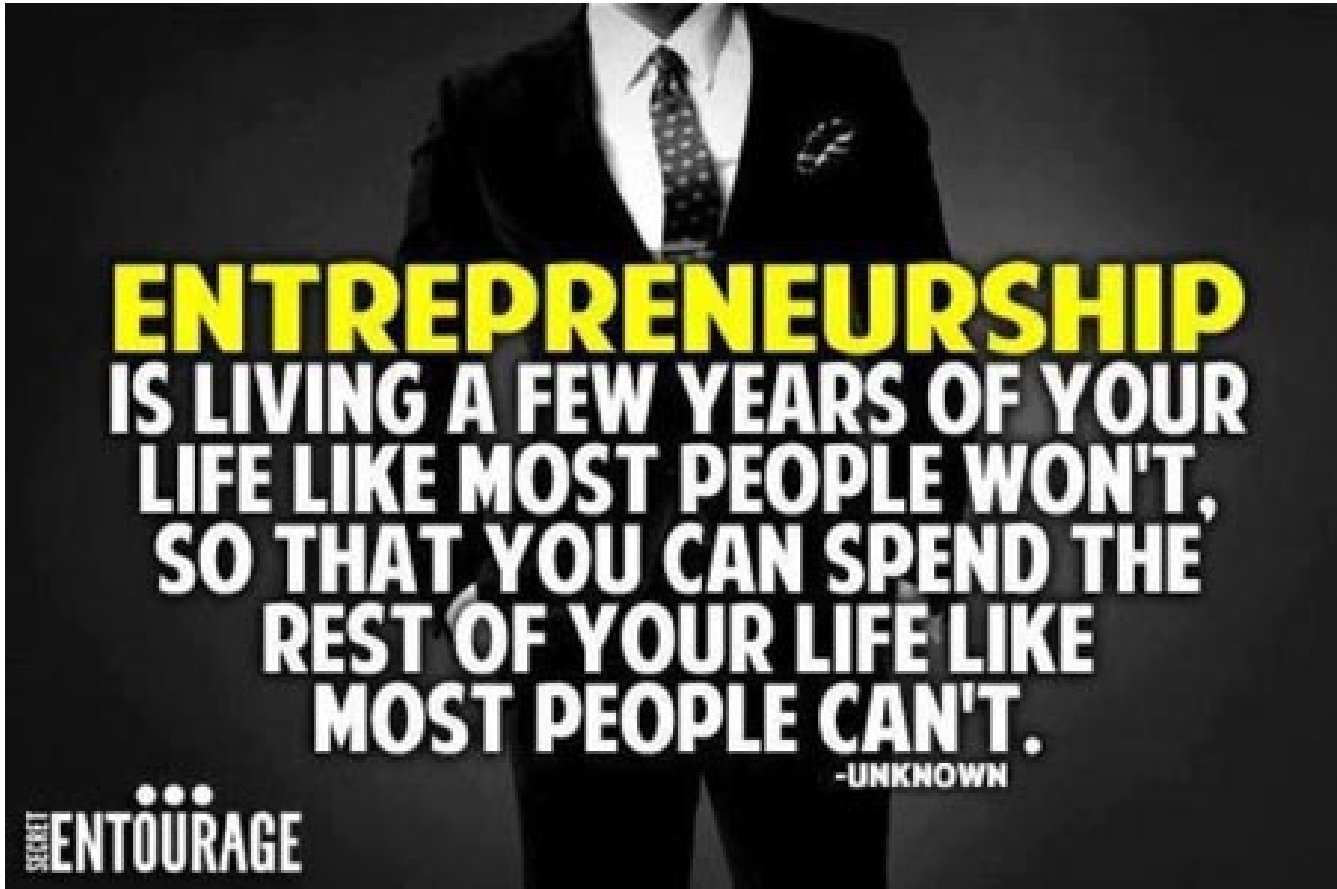


# People Want To Be Part of A Community of Meaning

- To create momentum in your business ... requires a disproportionate amount of effort ... of time... of creativity.. of commitment now ... to plant the seeds that will attract remarkable leaders, generate significant income and create a solid financial future for you and your heirs.
- What you do today ...shows up in January.... While others rest... you be at your best. Plan your January events now.

**Create your 90 Day Plan** ...how will you find your next leaders? .. And invite them to be a part of the meaningful work of creating healthier lives ... and developing a team that works together , shares ideas together, and celebrates their successes together.





**ENTREPRENEURSHIP**  
IS LIVING A FEW YEARS OF YOUR  
LIFE LIKE MOST PEOPLE WON'T,  
SO THAT YOU CAN SPEND THE  
REST OF YOUR LIFE LIKE  
MOST PEOPLE CAN'T.

-UNKNOWN

SECRET  
ENTOURAGE

# Craig's List

- Craig is assembling a list of 100 leaders who are ready to move to advanced ranks ... serious business leaders who want to be a part of a major thrust
- People committed to 2 conversations a day with follow up

If you are ready to make a serious commitment to your business... email Craig at ....

[ccushman@shaklee.com](mailto:ccushman@shaklee.com) and he will discuss the eligibility to be in the Craig 100 List. ..

Including normalizing performance  
Developing extraordinary behaviors that will  
expand our business team



# Register January Kick Off Meetings – Receive A \$250 Banner !



- Shaklee will host a webcast on Jan 5 about setting up January Kick Off Meetings along with exciting Shaklee 180 promotions . For registering a Kick Off with Shaklee , you will receive free stuff ... A 100<sup>th</sup> Anniversary banner
- A few tips of how to plan and promote those meetings. A good launch meeting can be a powerful start to the new year.
- Help everyone get excited about 2015 and what it can hold for them. Position yourself and your team for the 2016 Shaklee Dream Trips

lisa



# Action Steps for Week # 13



- As we prepare for 2015 ... and the 100<sup>th</sup> Anniversary of Dr Shaklee's invention of Vitalized Minerals ... is this the year for you take on reaching for a bigger rank? A bigger check? ... qualifying for a Dream Trip? Or a car payment?
- Spend some time imagining and visualizing your business in 2015 being amazing!! Imagine and dream about it being all that it can be... See your new members, new leaders, new working habits, new skills and new confidence! Lisa
- Schedule a January Kick Off Event or Decide on one to attend. Then go to work— how many new people will you invite to attend with you to a January Kick Off Event ?
- You are invited to the Lagoni /Coogan/Odom/ Petry/ Guerra/Chaney/ Trost/ Ferguson.. And more Leadership Conference Jan 9 and 10, 2015 in Chicago  
(registration form attached ) katie

## Action Steps continued



Set your Jan goals, make a plan and prepare to sprint into action.

- Set up January events NOW – conference calls, IN-homes, appointments, webinars
- January is let's get healthy and fit time – great time to set up Shaklee 180 tastings, form support groups , implement the Shaklee 180 40,000 # Challenge.
- Schedule your work time for the month.
- Commit to new behavior that will bring about the change you want.
  - To get extraordinary results will require extraordinary effort ... as you write your 90 day goals ... consider doing a BLITZ of conversations about the benefits of home businesses ,.. about being a part of your team .. And the importance of our work .. And fun we have together.

Lisa



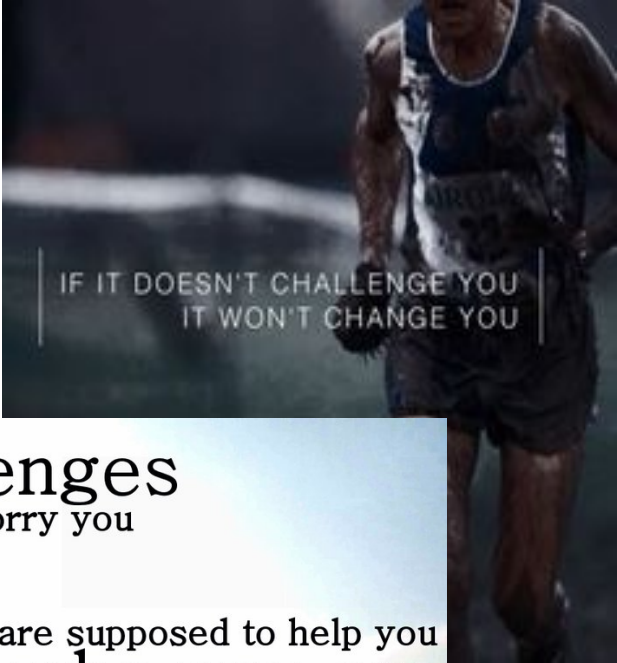
**LEADERSHIP  
MEANS FACING  
CHALLENGES  
HEAD-ON**

Challenges are what  
make life interesting.  
Overcoming them is  
what makes it  
meaningful.

Life's challenges  
are not supposed to worry you

they are supposed to help you  
discover who you are

and how far you can go



IF IT DOESN'T CHALLENGE YOU  
IT WON'T CHANGE YOU

Now its our turn ..



- To build on all this history .. All these accomplishments .. All this heritage ..  
To now create the next chapter of Shaklee Story ..
- To think about what role will you play ....
- What sense of purpose and mission will you carry within yourself .. Just as Dr Shaklee did .. And Roger does today...
- What is the mission of your business .. What do you want to create with your life ...
- And let's adopt the tenacity and conviction and commitment of these courageous and inspired leaders .. So that the next time someone doesn't get it .. We don't fold.!

Katie/ Barb

# Shaklee Offers Veterans Free Distributor Kits

Shaklee will provide a free business kit (\$49.95 value) to veterans in honor of their service to our country.

This offer is valid from November 17, 2014 until March 31st, 2015 with proof of military service.



Supporting documentation can be faxed to 925-924-3888 or emailed to [fieldsupport@shaklee.com](mailto:fieldsupport@shaklee.com). Promotion Code VETERAN

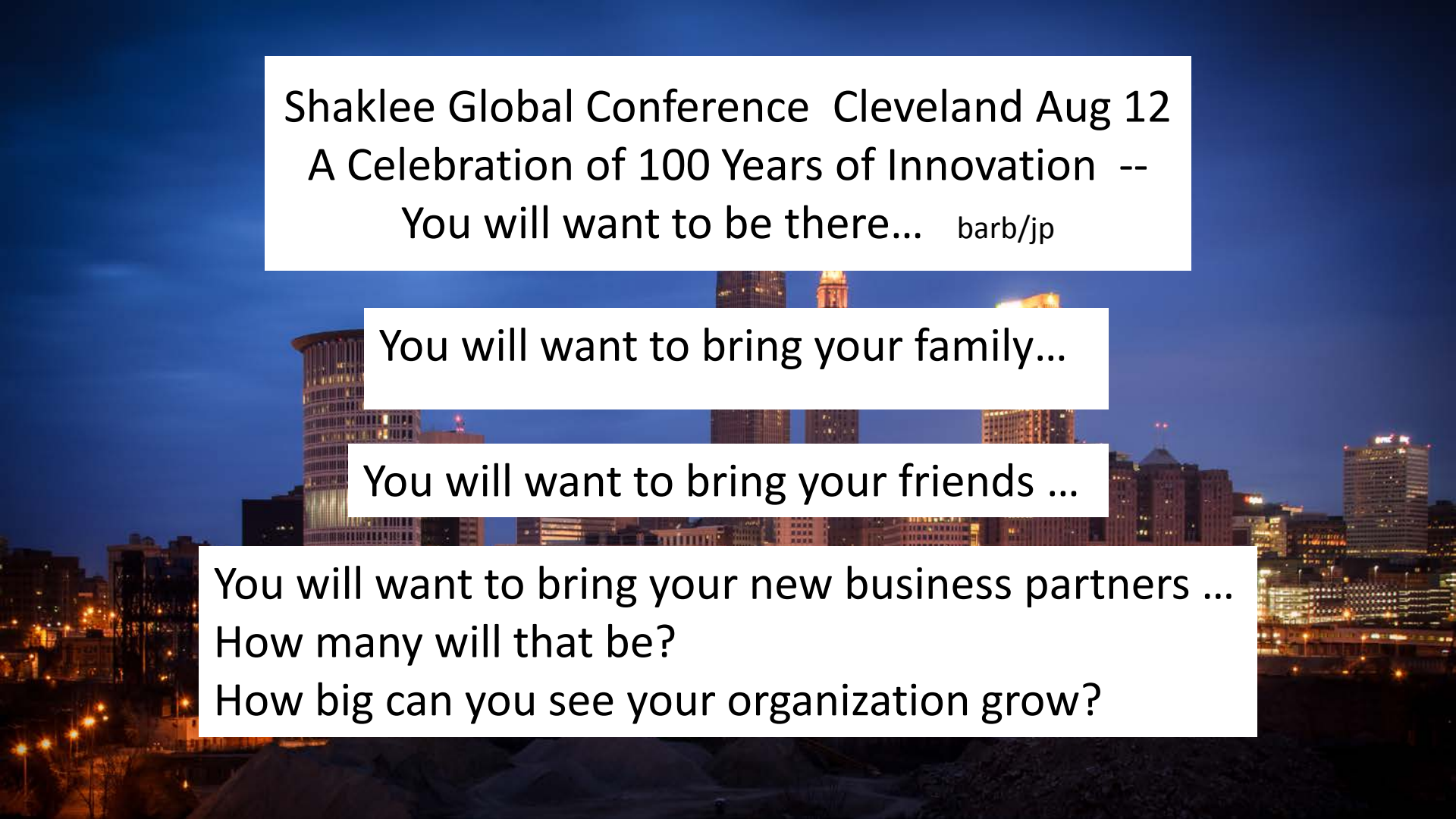
Please contact Shaklee at 1-800-Shaklee (1-800-742-5533) to redeem this offer.





**Cleveland, Ohio – August 12-16<sup>th</sup> 2015**

barb

A nighttime photograph of the Cleveland skyline, featuring the Terminal Tower and other illuminated skyscrapers against a dark blue sky. The city lights are visible in the foreground and background.

Shaklee Global Conference Cleveland Aug 12  
A Celebration of 100 Years of Innovation --  
You will want to be there... barb/jp

You will want to bring your family...

You will want to bring your friends ...

You will want to bring your new business partners ...  
How many will that be?  
How big can you see your organization grow?



# Monday Night Wellness Webinars

December 15 – The Shaklee Difference – Finding a Company You Can Trust in  
the Unregulated World of Vitamins

January – Gary Burke – on home business benefits

# Archived Webinars

## Monday Night Wellness

- Archived at [www.BetterHealthIn31Days.com](http://www.BetterHealthIn31Days.com)
- Need to subscribe to the website to get your own personalized site to access the webinars.
- Also gives you access to [betterfuturestartstoday.com](http://betterfuturestartstoday.com)
- **Subscription special!** Join Facebook group [www.facebook.com/groups/bhi31days](http://www.facebook.com/groups/bhi31days) and message Michelle for discount subscription link.

These websites are created and operated  
by Chris & Michelle Spell



## Tuesday/Thursday morning training

- Archived at [www.bobsfiles.net](http://www.bobsfiles.net) & [www.BetterFutureStartsToday.com](http://www.BetterFutureStartsToday.com)
- Create your own username and password to access the website.
- Webinars are listed on left-hand side with current ones at the top of the list.

Our thanks to Gary and Faye burke for providing the web room for these sessions



Be part  
of the effect<sup>™</sup>