

Monday Wellness Webinars and Product Education

Jan 11 – Rheumatoid Conditions and Natural Approaches to Inflammation –
Rusty Ost, Pharmacist

Jan 18 – Cancer Prevention with Dr Steve Chaney

Jan 25 – The Power of our Profession for Social Workers -- Francine Roling

Feb 1 -- Gary Burke, Presidential Master and master teacher, will review the key benefits of a Shaklee Home business that has helped him and his wife, Faye, generate a \$400,000 income .. and the story of what he has learned along the way

Feb 8 –Essential Nutrients for a Healthy Heart -- Rusty Ost

Feb 15 -- Adulteration of Vitamin Supplements in the Marketplace Dr David Colby

Feb 22 – Stress and Adrenal Fatigue -- Pam Cary

Feb 29 – A Walk Through the Product Guide

Member Update Appointments

- The invitation.. tell them .. What's in it for them....
 - saving money on the promotions and discounts
(10% off autoships, \$10 coupons to purchase up to a \$100 product)
 - free product
 - free shipping etc

“ I am calling all my customers , There are a number of really good new promotions and significant discounts and savings I want to make sure you know about... I'm all about helping people save money ..”

- Ask .. “ When you think about your friends... what health issues do you hear them having concerns about? “
- Tell them about Monday Wellness Webinars and Health Chat conference calls .. Explain informative informal non-salesy.. And receive free stuff for attending and more free stuff for inviting a friend or 2 . (free shipping, free product, etc)



I  FREE STUFF

Close to Member Update Appointment or Other Phone Call

- ✔ Oh by the way .. We are starting business training classes in 2 weeks. Have I ever spoken to you about home businesses .. And the tax and income benefits?
- ✔ One of the reasons home businesses are so popular today is because we've been through one whopper of a recession and there is talk of another in the wings .. And the idea of a financial safety net is appealing to many families.
- ✔ So want to check in to see if this is something you or someone you know may want to know more about. .. And besides .. We work with some of the most wonderful people I've ever met .. Being part of a community of like-minded people dedicated to wellness and prevention makes the work really delightful... let alone lucrative.



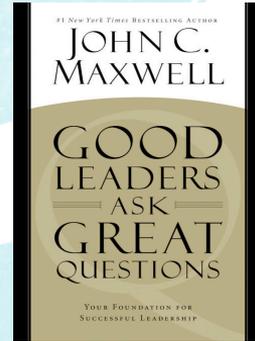
Conversations to Help Identify Business partners



“Been hearing a lot lately about...

- ✔ Baby Boomers and their impending retirement .. (“ Boomers Face a Shocking Retirement Savings Short-Fall” Fiscal Times, Oct 2015) .. Average portfolio of Boomers contains \$136,000 which will provide annual income of \$9000)
- ✔ Social Security ... average monthly payment Jan 2016 is \$1341 ...the maximum at full retirement age is \$2600.. Only payable to those with 35 working years. .. And there is danger in the future it will diminish or disappear.
- ✔ Or about the necessity for Emergency Funds... should be enough to cover all living expenses for 6 months to a year (housing, food, transportation, health care, personal expenses, debt repayment... adds up to thousands of dollars fast)
- ✔ Or about the skyrocketing costs of college (average student loan debt is \$35,000 .. Plus the interest added every month.. And it is never excused)
- ✔ Or about US credit card debt (household that carry credit card debt ... average a balance of \$15,000) “

Ask Questions gently and share why you are inquiring...
“I’ve been becoming aware... I’ve been reading lately...
I heard a story the other day...”



- Could I ask ... Have you heard of any moms who might want to be home but still contributing to the family income?
- Could I ask .. Does anyone come to mind who might be near retirement and looking for some additional income ..and wanting to be active and productive?
- I work with some Empty-nesters who now have more free time and are rather liking creating a business of their own .. With nice income .. But what they say they appreciate most is .. Working in a community of other women in work that is so important and rewarding. Anyone coming to mind you think would want to know more...
- Be careful about asking too directly questions about financial matters that are typically thought of as private.

100 Days To Amazing Shaklee Business Training 2016 #2

Producing Something Amazing
in 100 days
January 21, 2016

Let's create
Amazing
together

Our Training Team



Senior
Executive
Coordinator
Harper Guerra



Senior
Executive
Coordinator
Lisa Anderson



Senior Executive
Coordinator
Katie Odom



Executive
Coordinator
Ashley McDonald



Senior Coordinator
Becky Choate



Master Coordinators
Jo Coogan & Barb Lagoni

Objectives for Session #2

Training 2016

- ✔ To hear reports from several leaders who produced remarkable results from Shaklee's 100 Days to Amazing Challenge August to December 2015
- ✔ To implement the lessons these leaders will share with us today that enabled them to set and reach bold ambitious hairy audacious goals
- ✔ To understand that every one of us is capable of producing something amazing in the next 100 day challenge ... January to April 2016
- ✔ To understand the importance of setting goals and writing them down.
- ✔ To understand the powerful effect a written plan can have on keeping us focused and on track in reaching our goals.
- ✔ To learn how to create a plan

100 Days to Amazing Rachel Tabor

Attended Cleveland Global Conference as a Senior Director

- Learned to “bless the bumps”
- Regained BELIEF
- 100 Day Goal
 - Senior Coordinator
 - Cabo Trip
- Outcome
 - Reached Senior Coordinator in October
 - Qualified for Cabo
 - Qualified for Chairman’s Retreat



Next 100 Days to Amazing Rachel Tabor

- 100 Day Goal
 - 16,000 OV
 - Increase by 2,000 OV each month
 - January 12,000 OV
 - February 14,000 OV
 - March 16,000 OV
 - Help team with stability, growth, individual goals
 - Utilize PV plans
 - Focus on daily tasks
 - 5, 3, 2, 1



Jenny Utrie -- Chairman's Retreat Qualifier

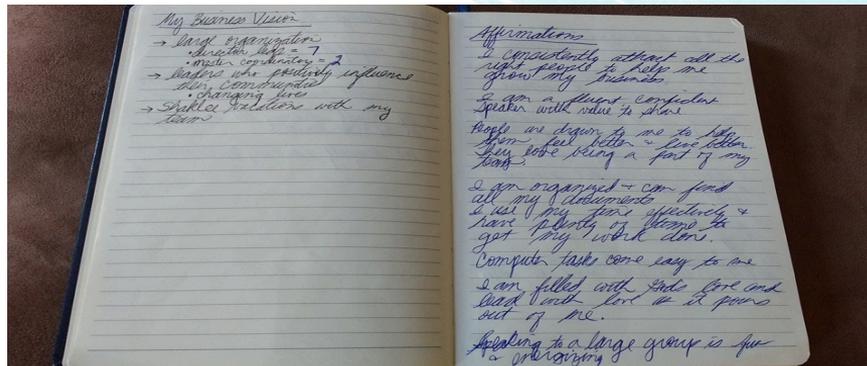


- 3000 PV Director for 3 years
- Attended Chicago Leadership Meeting January 2015 ... and as a result decided it was time to grow her business...
- Goal – to double her volume (from 3000 to 6000 PV) AND develop a Director to become a Senior Director.
- Made a plan – began sharing business information .. And sponsored 6 new business builders!
(Shared Shaklee Integrated Wellness Program ,Smoothie Workshops)
- My 2015 goal was to reach 6000 pgv – November and December = 8000+ pgv
- Earned Chairman's Retreat and New Director's Conference

Affirmations

“ You can’t listen to the voices in your head.”

- 🌿 “I consistently attract all the right people to help me grow my business. ”
- 🌿 “I love watching my PV grow every month. “
- 🌿 “I am a fluent, confident speaker with value to share.”
- 🌿 “Speaking to a large group is fun and energizing. “
- 🌿 “I love working with 3 strong director legs.”



Journal Entries:

- 🌿 What does success look like to me?
- 🌿 * To be known as a caring, knowledgeable person who helps people feel better and live better.
- 🌿 * To be able to live our family life driven by our passions, not our bank account. Allowing the Lord to use us for big things.
- 🌿 * To work with a large team who make a difference in people's lives.

Gary Burke's Challenge:

My Shaklee business 2 years from now (8/9/15):

I see myself AS ... an influential leader.

I see myself DOING .. health and business coaching.

I see myself traveling ... on Shaklee incentive trips.

I see myself achieving the rank of ... Senior Executive Coordinator.

I see myself earning ... \$4000/month.



Angie Thomas

“Year of Joyful Imperfect Growth”

- August 2015 – monthly OV of 4100/month and 1 Director
- Attended Cleveland Global Conference
 - Recognized as Star Achiever which boosted my confidence and belief in myself (realized moms don't get a lot of applause)
 - Set most ambitious goal ever set
- Chairman's Retreat and Coordinator
- WROTE down a plan..



Angie's 100 Day to Amazing Results

- Posted affirmations all around the house (It can be done so isn't it worth trying to do?... I will be sitting by the fireside with Roger Barnett in March.. I lead dynamic and motivated business leaders)
- Accountability Circle
- Shared the goal publicly
- Kept the goal and the plan in front of me every day
- Qualified for Chairman's Retreat



Each of these leaders shared similar steps that helped them create something amazing .. beyond what they ever thought possible for them in the past .. And what they learned from the experience

They all said the key elements that contributed to their successes are...

- 🌱 Setting goals (SMART Goals)
- 🌱 Making a written plan
- 🌱 Supporting their efforts with affirmations and accountability support circles
- 🌱 Attending Global Conference & other area events

harper



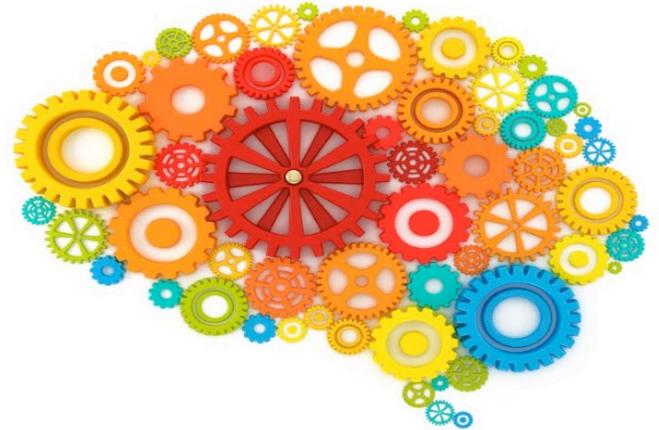
The reason goal setting is so effective is ..
because of how our brains work.

The Problem-Solving Brain (Creative Sub-Conscious)

Give your brain clear, specific, PICTURE of what you want it to bring
into your life... into your awareness ...

That's why we make goal boards ... and write goals down... and write
names down ... and visualize ... to give the brain the clearest
picture possible of where you are going .

Harper



NEW YEAR
NEW ME...

Name Your Year –

The Year I step Outside my Comfort Zone...

The Year I Qualify for a Shaklee Trip

The Year I Assemble a Team

List your 2015 challenges

List your 2015 successes

What lessons are you taking with you into 2016

(the importance of understanding why we love our business and the work we do, what is our driving force moving into 2016, expand who I am,)

Name Our Year – to reflect what we want to bring about in 2016

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Go to
...100DaytoAmazing.com
to create your meme.

Goal Board

Why/Passion
Goals
Dreams



Alyssa and Jason Hemmer 100 Day Plan Jan 2016

We sat down to map out our Shaklee goals for this new year. We are looking forward to seeing more growth in our business! But even more than that, we are looking forward to improving the lives of others just like our lives have been improved by these products and this business.

- ✔ Our goal for the next 100 days is to reach Director level and help our downlines reach Associate.

How we plan to achieve this:

- ✔ -Host events (business presentation events, Facebook events, Member Appreciation lunch, Bring a Buddy event for members)
- ✔ -Focus on member referrals
- ✔ -Mail newsletters every 3 months covering various health topics
- ✔ -Update our personal facebook and business page with health posts
- ✔ -Design and implement new member meetings
- ✔ -Create team business page
- ✔ -Find one more business builder



Becky

100 Day Plan to Director continued



We also revisited our "why" for doing this business...

- 🌿 Improve the health of our family
- 🌿 Improve the health of others
- 🌿 Obtain financial freedom and help others do the same
- 🌿 Retirement income
- 🌿 Receive monthly car payments
- 🌿 Afford new home

Jason and Alyssa Hemmer

Becky

Crystal Johnson 100 Day Plan Jan 1 to Apr 9

Business Goal: Become a Senior Coordinator by...

- Help 2 People achieve Director
- Personally sponsor 24
- Recruit 4 new Distributors
- 5500 PGV Each Month
- 15,000 OV Each Month

Health Goal: Lose 10 Pounds by...

- Walking 1,000,000 Steps
- Using < 30 units of Insulin Every Day

Family & Spiritual Goals:

- Send 24 "I remember when..." notes to Family and Friends.
- Read the whole Bible

2016 Business Goals:

- Become Executive Coordinator
- Help Jen Earn the New Director's Conference
- *See Action Plans for focused activity details.



Becky



Action Plan for Jan 21 Session Producing Something Amazing in 10 Days

- Continue to identify people interested in starting Shaklee businesses.
- Enroll them in Thursday morning 8 Weeks to Director classes beginning Jan 28. (see archived sessions...Spring 2015, #5, Feb 12 Identifying Business Partners ... and Fall 2014 Teaming Up, #7 Oct 16, Assembling Out Business Teams ...at www.BetterFutureStartsToday.com)
- Last week we set our goals for 2016.. Now ask where would you like your business to be by the end of March, 2016?
- Create a WRITTEN plan of how you will reach your 100 Day Goal
- What would you like to name your year?



For more on goal setting .. See Skilling Up #8 2-25-14 12-mo Growth Plan

2016 Training Schedule

- 🌱 Jan 28 to April 7 8 Weeks to Director 2016
- 🌱 April 21 to June 9 Journey to Executive Coordinator
- 🌱 June 23 to July 21 Summer School 2016

Resources

As we begin our journey to becoming a Director .. And developing Directors, we will want to teach our leaders where to find answers to business, nutrition and training questions .

- HealthResource.shaklee.com
- BetterHealthin31Days.com (subscription with webmaster and personalized pages).. Nutrition information
- BetterFutureStartsToday.com (companion website to above for same price) .. Business and training information
- www.ShakleeUniversity.com ... coming soon in 2016

Subscriptions Open Now

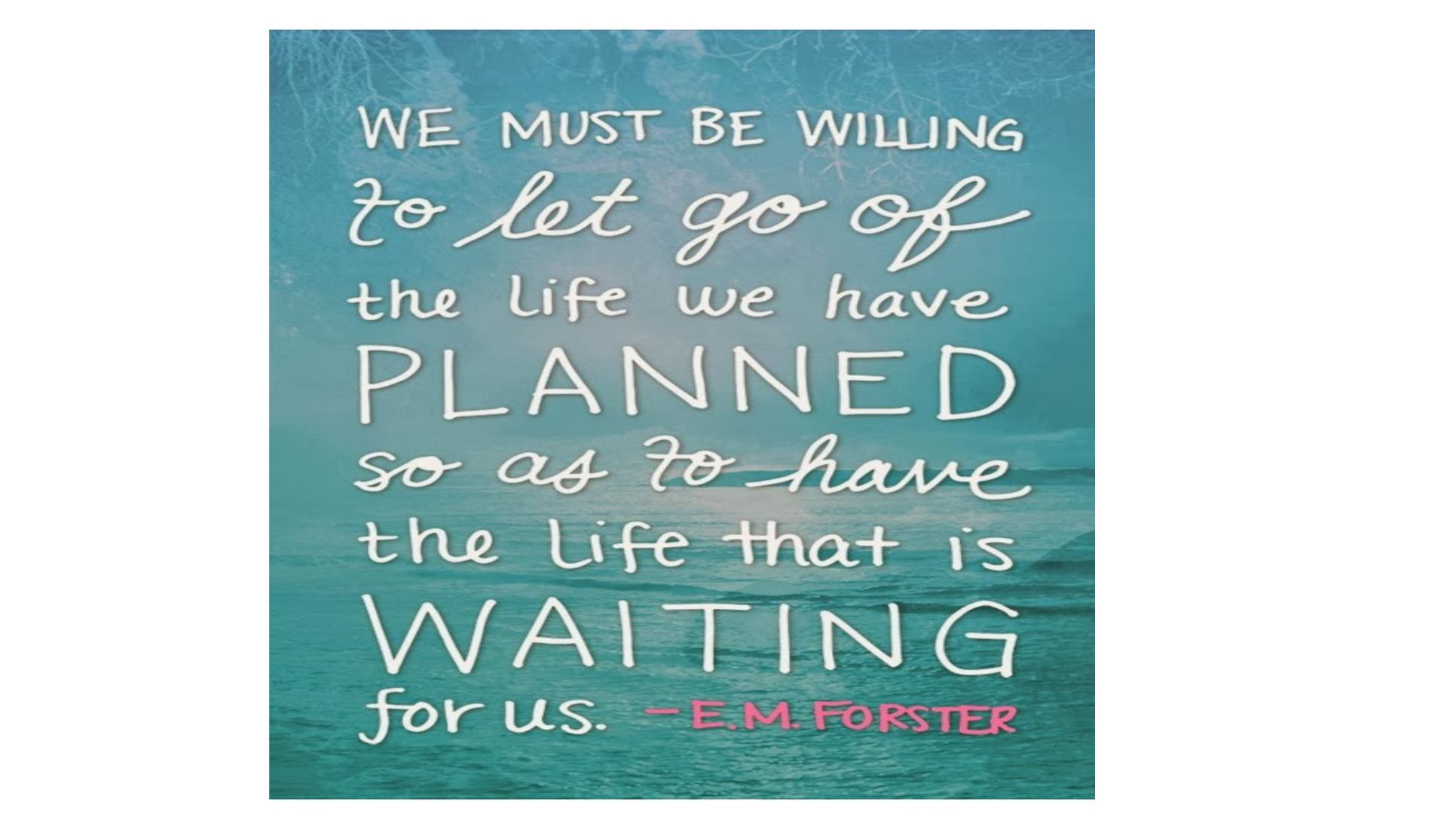


- Largest Shaklee Media Library online
- Over 500 Shaklee audio/video recordings and growing weekly
- Automated Learn & Earn Program
- Dedicated Shaklee Business Resource Website
- Four Shaklee Podcasts
- Video archive of Training webinars the day they are recorded
- And much, much more...

The archived video of this presentation goes on the Better Future website and in the Podcast the day it is recorded, it goes on bobsfiles one week later.



Subscribe NOW here: <http://bit.ly/bhsubscribe>



WE MUST BE WILLING
to let go of
the life we have
PLANNED
so as to have
the life that is
WAITING
for us. - E.M. FORSTER

Becky Choate 2016 Plan

Recap 2015

Rank: Senior Coordinator

Personal Volume: 7000PV

Associates: 1 : A.

Directors: 2 : F. & C.

Second levels: 0

Third levels: 0

OV: 15,000

2016 Goals

Rank: Senior Executive Coordinator by Dec,
2016

Personal Volume: 11,000PV

Associates: 4: C., L., M., J

Directors: 5 : F., C., A., L., K.

Second levels: 4: J., K., E., A.

Third levels: 2: J., A.

OV: 45,400

All Year Long:

January 1 – April 10th

Break out 3rd first level Director.

Develop 1 new Associate

Help to break out 1st and 2nd second levels.

Help to break out 1 third level.

April 11th – July 20th

Break out 4th first level Director.

Develop 1 new Associate

Help to break out 3rd and 4th second levels.

Help to break out 2nd third level

July 21st – Oct. 30th

Break out 5th first level Director

Develop 1 new Associate

Help to break out any new levels that have
developed

Oct. 31st – Dec. 31st

Develop 1 new Associate

Help to break out any new levels that have
developed