

Monday Wellness Webinars

October 12 – David Colby, PhD Medicinal Chemistry, Professor
(BE SURE TO LISTEN IN ARCHIVE at betterhealthin31days.com)

October 19 -- Shaklee Supplements – Key to Long Term Health Bob
Ferguson, Senior Master Coordinator

October 26 -- The Power of the Profession .. for Speech Pathologists Becky
Choate & Jenny Utrie

Nov 2 – Presidential Master Gary Burke on Benefits of Home Businesses

Nov 9 – Nutritional Connections to Headaches

Nov 16 – The Epidemic of Irritable Bowel Disorders

Nov 23 – Feeding Our Families for Good Health and Academic Excellence

Dec 7 -- 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

Free Membership Options

1. **Life Strip** (114PV)
2. **Vitalizer** (55PV)
3. **Life Plan** (Life Shake & Life Strip) (166PV)
4. **Vitalizing Plan** (Life Shake a & Vitalizer) (111PV)
5. **Rx for a Healthier Life with Life Strip** (Nutriferon, Shake, Strip) (172PV)
6. **Rx for a Healthier Life with Vitalizer** (Nutriferon, Shake, strip) (168PV)
7. **Shaklee Life Shake Family Pack** (2 30- svg bags) (111PV)
8. **Shaklee 180 Turnaround kit** (172PV)
9. **Essentials Plan** (Vita Lea 60, (55PV)
10. **Get Clean Kit** (50PV)
11. **Nutrition Therapy Skincare Kit** (141PV)
12. **Any 100 PV order**
13. **All Gold Business Paks**

6 Free Shipping Deals .. Good until Nov 20

Life Plan (Shaklee Life Strip and 2 canisters Shake) \$244.25 soy \$266.75 non-soy

Vitalizing Plan (Vitalizer and 2 canisters of Shake) \$ 159.95 soy \$183.65 non-soy

Essentials Plan (Vita Lea 60 tabs, Omega 90 cap, Life Shake canister) \$69.45 to \$76.45
becky

Rx for Healthier Life -- all versions (from \$244.05 to \$261.61)

Shaklee Life Shake Family Pack (2 bags of Life Shake) \$159.95 soy or \$204.95 non-soy(save additional \$11 by ordering on autoship)

Shaklee 180 TurnAround Kit \$ 269.95 soy or \$305.50 non-soy

Tip – To save our members even more – add cleaning and laundry products to the Free shipping order

Free Shipping AND Free Membership Options

Life Plan(166PV) Vitalizing Plan(111PV) Essentials Plan (55PV)



**Rx for a Healthier Life
with Life Strip (172PV)**



**Rx for a Healthier Life with
Vitalizer (168PV)**



Family Shake Pack (111PV)

Turnaround Kit (172 PV)



Any Gold Kit



\$10 Deals—

With the Purchase of these 3 Collections (all can be customized with flavor of shake and Vitalizer options)

Deal # 1

- **Life Plan #89383**
(Life Shake (30 day supply) and Life Strip)
- **Rx for Healthier Life with Life Strip #89401**
(Nutriferon, Life Strip and Life Shake)
- **Rx for Healthier Life with Vitalizer # 89070**
(Nutriferon, Life Shake, Vivix Liquid and Vitalizer)
- **Kosher #89080**
(shake, Vivix, V Lea, Nutriferon, Osteo Matric and B Complex)

You receive a coupon which can be used to purchase any product priced at \$100 or less .. For Just \$10 DOLLARS !!!

Deal #2

- **Shaklee Life Strip 21293 or 21294 (iron)**
- **When you purchase Vivix and Vitalizer use special item code # 89090**

You receive a coupon for any flavor Shaklee Life Shake for only \$10 DOLLARS !!!

becky

Customers Learn and Earn Program from Katie Odom
to earn free shipping or free products, etc. by listening to Wellness
Webinar or audio podcast.



100 DAYS TO AMAZING FALL BUSINESS TRAINING 2015

Session #8 Goal Setting and Affirmations

Master Coordinators
Jo Coogan & Barb Lagoni



Senior Coordinator
Becky Choate



Executive
Coordinator
Ashley McDonald



Senior Executive
Coordinator
Lisa Anderson



October Strategies for *AMAZING* Growth

**** Qualify for Chairman's Retreat

- ✔ By now you have either attended Cleveland Conference or registered for the Orlando 2016 Conference
- ✔ And became a Director by September

✔ Next – Generate 10,000 Personal PV PLUS PV from any new Directors appointed between August and December 2015

Need a plan—

Lisa

To create 2000 ADDITIONAL PV a month for 5 months

- Develop 1 New Director = 2000 PV/ month
- Develop 2 New Associates (1000 each) = 2000 PV/ month
- Develop 1000 new PV among current customers
- Develop 1000 new PV with new customers

2000 PV



Objectives for Session # 8 – Goal Setting and Affirmations

- To understand why goal setting is critical to progressing in our business.
- To understand how the mind works and to activate the problem-solving mechanism of our brains to help us either move toward our goals ... Or ... away from them and back to our comfort zones.
- To implement the practices of affirmations, self-talk and visualization.
- To understand why we want to set goals that cause us to stretch.
- To create a plan that will enable us to spring into action to make our goals a reality !

Becky

Jim Rohn on Goals

- ✔ "If you don't design your own life plan, chances are you'll fall into someone else's plan.
And guess what they may have planned for you? Not much."
- ✔ **Goals. There's no telling what you can do when you get inspired by them.**
There's no telling what you can do when you believe in them.
And there's no telling what will happen when you act upon them.
- ✔ We all need lots of powerful long-range goals to help us past the short-term obstacles.
- ✔ **The ultimate reason for setting goals is to entice you to become the person it takes to achieve them.**
- ✔ Don't set your goals too low. If you don't need much, you won't become much.

Ashley

4 Types of Goals

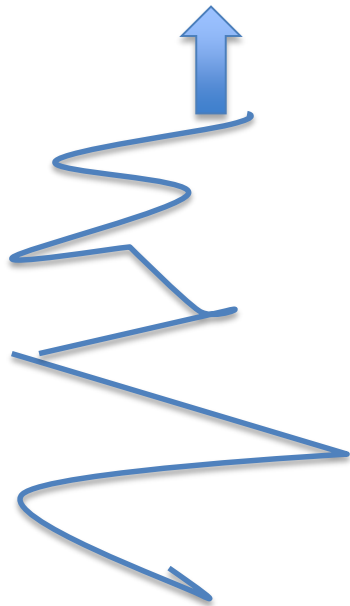
- Long- Term Goals
- Short -Term Goals
- Reward Goals
- Working Goals

Ashley



The Purpose of Setting Goals is to Activate the Problem-Solving Region of the Brain

Goal/ Vision



Current Reality

Visualizing the new goal creates tension. (dissonance).

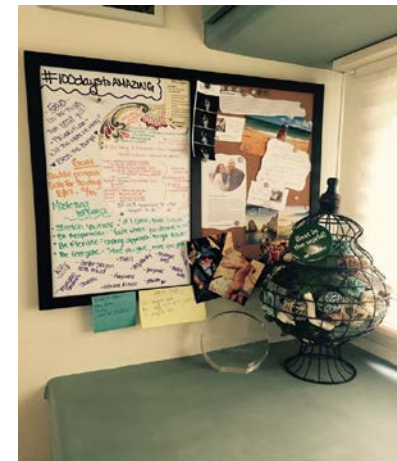
The brain will then work to reach the goal to relieve the tension ... OR ...

Will back away from the goal and return to its comfort zone .

We move TOWARD the most **dominant** picture in our minds. That's why affirmations and visualizing are so important.

Barb/Jo

As we visualize the NEW... we become more dissatisfied with the OLD (current situation) ... and that stimulates the drive and energy to achieve the goal.



The mind cannot distinguish between what is “real” and something “vividly imagined.”.. And it can only grasp the image you speak about .. It can't NOT think about something.

Ex Don't think about the Eiffel Tower

So don't tell an athlete .. “ Don't hit the ball that way.”

Or children .. “ Don't play in the street.”

Or a Shaklee business partner ... “ Don't talk so much...Don't be so shy... Don't be so nervous... Don't _____

Instead – always paint the picture for your children, for your business partners, for yourself ... of the behavior we want.

Barb/Jo

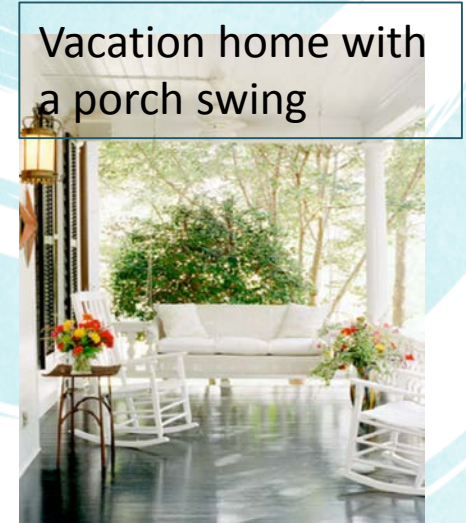
Big way to display your goals all at once -- a Dream Board



College graduations X 3



Weddings X 3



Vacation home with a porch swing



Time freedom to be with aging parents



More time with Greg –bring him home from his job



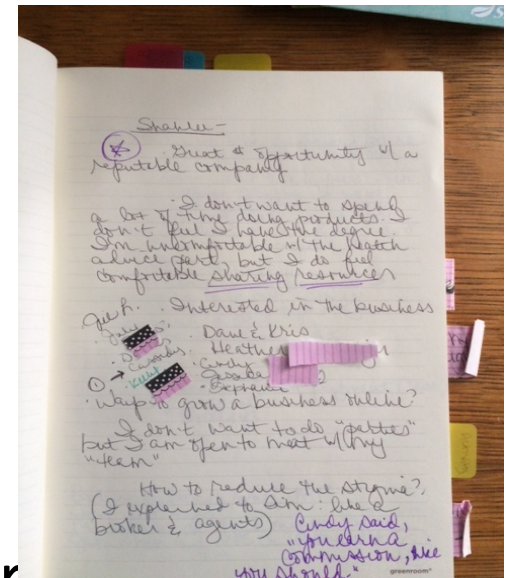
Freedom to visit college kids, married kids

Becky's Dream Board
2015

Where do I start?:

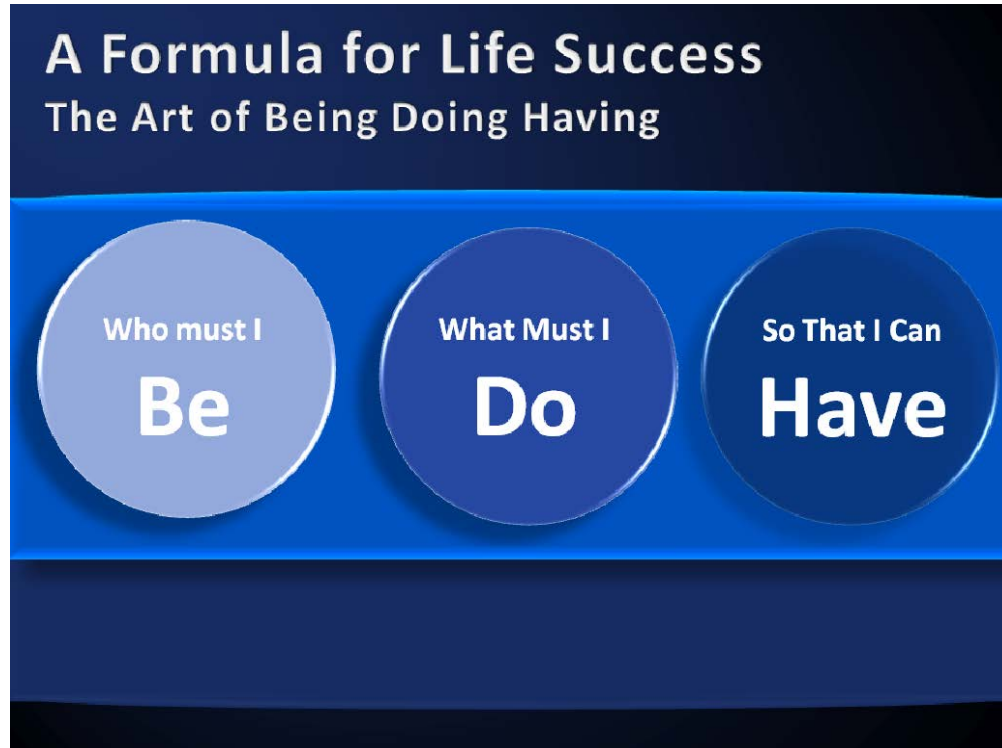
Five important aspects of goal setting and creating a plan:

1. Write the goal and plan down on paper.
2. Be sure your goal and plan can be measured.
3. Fit your plan's activities into your schedule.
4. Commit to reaching your goal, regardless of what circumstances may challenge you.
5. Take action.



Becky

Be – Do – Have



Ashley



1. Write down your goals with a plan

- Take the time to write down your goals and plan.
- What's always included in a Shaklee plan?
- Who am I contacting about Shaklee?
- What is their phone #?
- When am I calling them?
- What am I calling them about?
- Individual appointment
- Group event
- Follow Up
- Health story calls

Francine

"A GOAL
WITHOUT
A PLAN
IS JUST
A WISH"



2. Be sure your goals and plan can be measured.

- Will you be able to clearly tell when it has been accomplished?
- As you create your plan and move through your month, try to concentrate and measure activity, not results. Focusing on results stresses out most people because they become frustrated or impatient if the results don't meet their expectations.
- Instead, set a minimum standard of activity goals and focus on completing them.

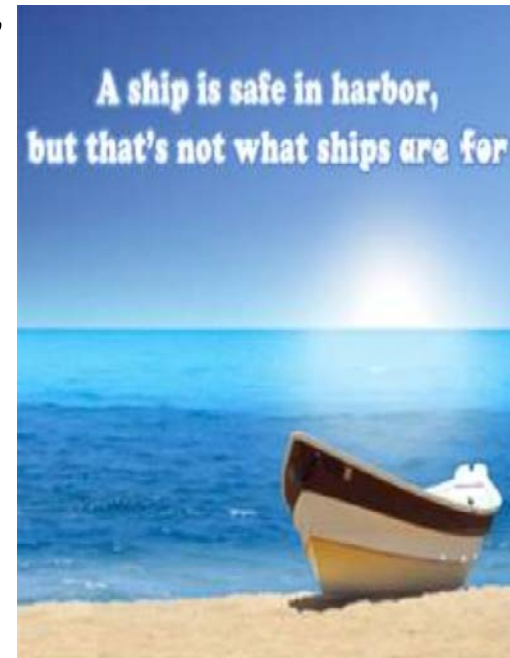
Example of measurable activities:

- How much time will I spend on Shaklee and when?
- How many calls? To invite, to follow up, to educate.
- How many appointments and events?
- How many new members?

3. Write the activities from your plan into your day timer.

- Block out “Shaklee time.” Make it “non-negotiable” time.
- Understand “non-negotiable time” ... whatever is written down is a top priority. You’re committed to fitting it in and doing it. Usually, this requires shifting other things around.
- If doing your Shaklee plan is not a mental priority, it’ll continually be pushed aside.

Becky

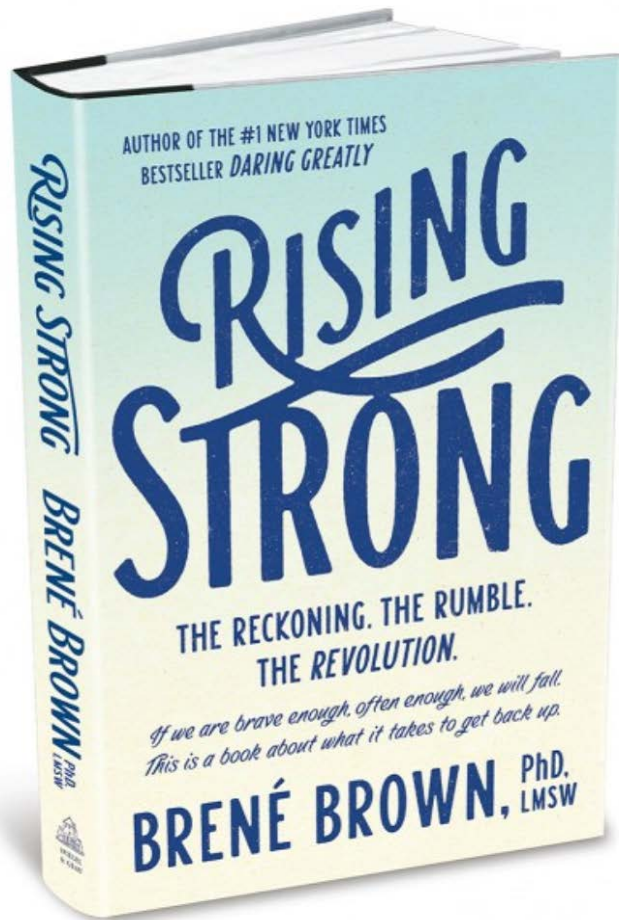


4. Commit to reaching your goal, regardless of what circumstances may challenge you.

- Things always come up to challenge a goal. Delays, obstacles, unexpected family events, internal doubts and fears, etc. This is life.
- How you navigate yourself through these challenges determines whether or not you reach your goal.
- When you're truly committed to reaching your goal, delays and difficulties don't derail you.
- You may need to adjust your timeline, shift your strategy, and/or learn some new skills, but the vision of reaching your goal and your belief that you will reach it remains intact.

If it doesn't
challenge you,
it won't
change you.

Ashley



--Saving a front row seat for your critics

-Getting into the arena & doing it naked

-Rising beyond self-doubt & fighting the fight of fights for our WHY

Ashley

5. Take action

- Action is what makes things happen.
- Without a plan, we often don't take action.
- We think about doing something, so have the illusion of “doing” Shaklee all the time, but we're really not. Taking action helps you build confidence.

Tips on taking action:

- ✓ Do one thing at a time, one step at a time, one call at a time.
- ✓ Check things off so you feel like you're making progress.
- ✓ Be accountable to someone or a group of people.
- ✓ Remember to focus on the activity, not on the result.

Becky



Monthly Action Plan

Your name _____ Plan for the month of _____

of group events _____

of mini group events _____

of one on ones _____ what kind? _____

of business appts. _____

Facebook events _____

of new members _____

of new member appointments _____

of Earn and Learn Programs in process _____

of Enfuselle samples out or demos _____

of Customer Appreciation events _____

of Bring a Buddy events _____

New group PV goal based on the above plan (# of contacts/2 x 50PV) _____

"Base" PV (that you can count on from established consumers) _____

Grand Total PV Goal _____

Results from Last Month (what happened)

	Actual	Goal
# of group events	_____	_____
# of mini group events	_____	_____
# of one on ones	_____	
# of business packs out	_____	
# Facebook events	_____	
# of new members	_____	
# of new member appointments		_____
# of Earn and Learn Programs completed		_____
# of Enfuselle samples or demos		_____
# of Customer Appreciation events		_____
# of Bring a Buddy events		_____
New group PV increase from prior month		_____
Final PV	_____	

Becky

What we think about impacts our life

- What we put into our minds impacts our life
- What we allow into our minds impacts our life
- What we expose ourselves to impacts our life

Francine

Positive or Negative

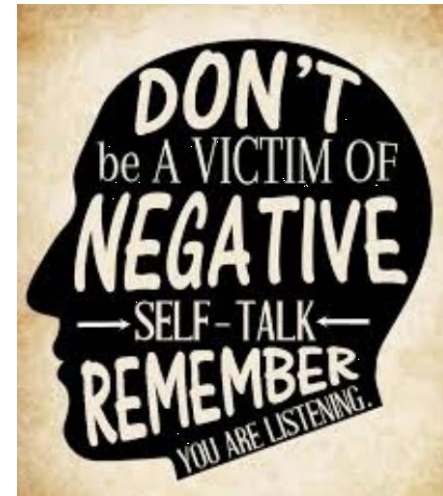
- ❖ How we view the world is impacted by repetition or emotion or both.
- ❖ Based on our experiences, we have positive and/or negative self – talk.
- ❖ Most likely, we have a combination of both in different areas.



Dealing with negative self talk

- Put negative stuff in a box.
- Finding exceptions.
- Put a positive spin on things.
- Wear someone else's shoes.
- Connect.

Ashley

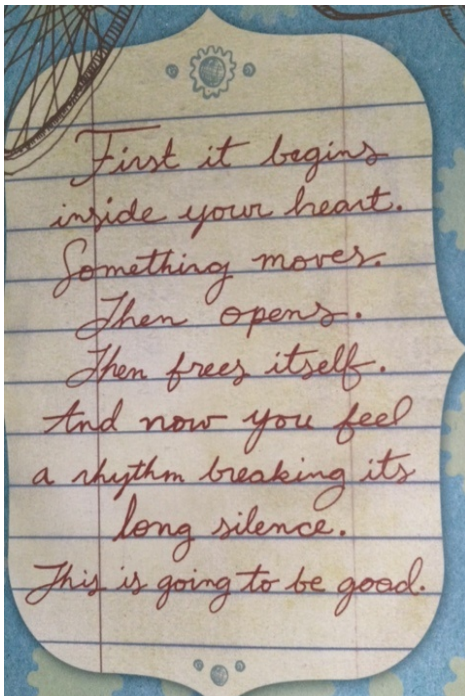




Positive Affirmations

- Affirmations cause us to get real with ourselves.
- We need to do some soul- searching to discover our wants and our struggles.
- We should have affirmations about both because our struggles are going to hold us back.
- Affirmations help our brains get where our heart is.
- That means we need to be honest with ourselves.

Francine



Writing Positive Affirmations

- Emotional
- Present tense
- No negative (can't, won't, don't...)

Ashley

- Affirmations need to be in three areas:

- Personal/family
- Spiritual
- Work



Example and Sample Affirmations:

- **Example/Issue:** "If I called my friends once, I've called them a million times. I don't have anyone else to talk to because I've exhausted my whole personal network. My business will never grow!"
- **Sample Affirmation:** My friends love it when I call. They hear my excitement and passion on the phone. We talk about personal things and Shaklee with ease. My presence is calming and they feel better just talking with me.
- **Sample Affirmation:** My friends love to give me referrals. Because I give them such good care and they love how I treat them, they are glad to talk with their friends and family to see if they would be interested in Shaklee. I follow up on the new referrals joyfully. I love that I create a beautiful connection to people that I didn't know before. They are quick to understand the benefits of Shaklee and they are becoming fast friends, too.
- ***These are emotional, present tense and positive language. Now it needs to be repeated over and over (until we truly believe it).*** Becky

Other examples:

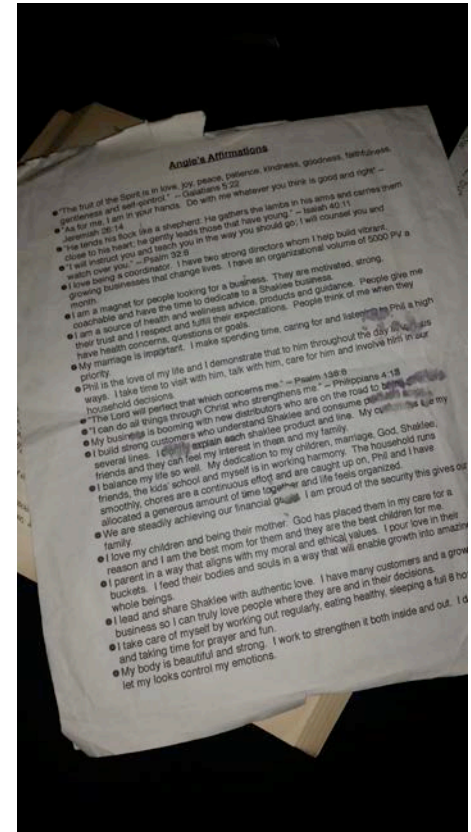
- I have something wonderful to offer people with Shaklee and I will still love it whether this person is ready for it or not AND I will respect this person's decision to take or leave this precious gift! It's a gift for them to receive (or not) and I choose to be OK either way!
- I am a magnet for people looking for a business. They are highly capable, coachable and organized so that they move very quickly to Director and above.

Francine



Angie Thomas Affirmations

- "I love being a coordinator. I have two strong directors for whom i help build vibrant, growing businesses that change lives. I have an organizational volume of 5000 OV."
 - "My business is booming with new distributors who are on the road to being directors."
 - "i lead and share Shaklee with authentic love. I have many customers and a growing business so that i can truly love people where they are."
- Barb



Angie's Affirmation sheet showing a lot of wear !

Monitor Self- Talk

It Can Empower .. Or Sabotage

Ashley

- 🌱 We build and modify our self-image through the way we talk to ourselves.
- 🌱 Successful people expect good things to happen.

Ex – Negative Self Talk

“I’m so stupid. If I had a brain, I’d be dangerous.

I’m always screwing up.”

“There I go again .. Things never work out for me .”

Never correct people or children by pointing out what they did wrong. Paint the picture of the behavior you DO WANT .. Not what you DON’T WANT. The brain can only grasp the image...

Ex . Don’ t think about the Eiffel Tower

 Shaklee

 Live
2015

Positive Self Talk

🌱 Ex Positive Self Talk:

*“That’s not like me to mess up. Next time, I will _____
Not sure what happened there. I’m better than that. Next time
I’ll ask more questions.. Listen intently, etc”*

🌱 Paint a picture of the behavior you want—that will help your business partners be successful ..

“ In our conversations, we want to ask questions and use the phrase “ Tell me about”

Vs

Ashley

Now in our conversations, don’t make a sales pitch .. Don’t talk too much ... Don’t talk too fast... whatever you do , don’t forget to leave time for the close. Etc “

From Lou Tice ...

All meaningful and lasting change ...
starts on the inside ...
And works it's way out.

Lisa



Action Steps for Session #8

Goal Setting and Affirmations

- Time to think seriously about our
 - long-term goals (where we want to be a year from now, 5 years from now)
 - short-term goals (90 days from now .. By end of December)
 - reward goals
 - Working goals .. How you will get from here .. To there.

Lisa

AND WRITE THEM DOWN

- Create affirmations to support our thinking in reaching our goals
- Monitor our self-talk to be sure it is supporting us reaching our goals.

If you go to work on your goals, your goals will go to work on you.

If you go to work on your plan, your plan will go to work on you.

Whatever good things we build end up building us.

We all have two choices: We can make a living or we can design a life

Coming Up

October/November 2015 Training Topics

- 🌿 Session 8 – Goal Setting and Affirmations Oct 15
- 🌿 Session 9—Servicing Customers to Increase PV and Identify Business Partners Oct 22
- 🌿 Session 10 – Incentives That Grow Our Business Oct 29
- 🌿 Session 11 – Presenting the Business Opportunity with Stephanie Bruce & Katie Odom Nov 5
- 🌿 Session 12 – The Art of Closing and Next Steps Nov 12

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