

The background of the slide features a large, stylized 'ORLANDO' sign in white with a yellow and green outline. The sign is set against a backdrop of palm trees and a blue sky. In the foreground, there is a body of water with a fountain and a street lamp.

# ORLANDO

## Shaklee Special Cash for Orlando Global Conference Incentive

Accumulate 20 Sponsoring Points in any one  
month April through June 30

Receive 1 share of \$30,000 ( worth at least  
\$100 / share)

Accumulate 35 points in any one month  
Receive 2 shares !

# Monday Wellness Webinars

## **WELLNESS WEBINARS**

**Schedule resumes Monday August 15 with  
new registration link ...  
go to Learning From the Masters Face Book  
page for details when we know them.**

# June – Last Month to Qualify for Star Achiever Status at Orlando Global Conference August 3-7, 2016

- ✓ Access to Shaklee Star Achiever Registration and Lounge
  - ✓ Shaklee Star Achiever Gifts and recognition
  - ✓ VIP Seating during General Sessions at Orlando Global Conference
  - ✓ Shaklee Star Reception
- becky

## TO QUALIFY –

- Advance in rank by June 30, 2016
- Qualify for Wall of Honor between July 2015 and June 2016
- Earn at least 125 incentive trip points between January and June 2016.



All the special Star  
Achiever gifts from  
Cleveland Global  
Conference  
Photo by Stephanie Bruce

becky

## Health & Wellness Facebook Album....Michelle Parrott



- ✔ Create a Health & Wellness album on your personal Facebook page.
- ✔ Creating this album helps others to see all of your Shaklee posts in one place, so they don't have to search your timeline for information.
- ✔ It helps keep things organized & doesn't make people feel as if you are always posting about trying to sell a product.

Go to your personal Facebook page.

Look at the tabs and click on “Photos”

**Michelle Parrott** Update Info View Activity Log ...

Timeline About Friends 768 Photos More ▾

What is your position at The Momma Bird? ✕

**Intro**

Put the Lord first in all you do. When He is first, the rest will fall in place. He is all you need.

Works at [Shaklee Corporation and The Momma Bird](#)

Studied [Wellness \(medicine\) at Florida Gulf Coast University](#)

Followed by [194 people](#)

**Status** Photo / Video Life Event

What's on your mind?

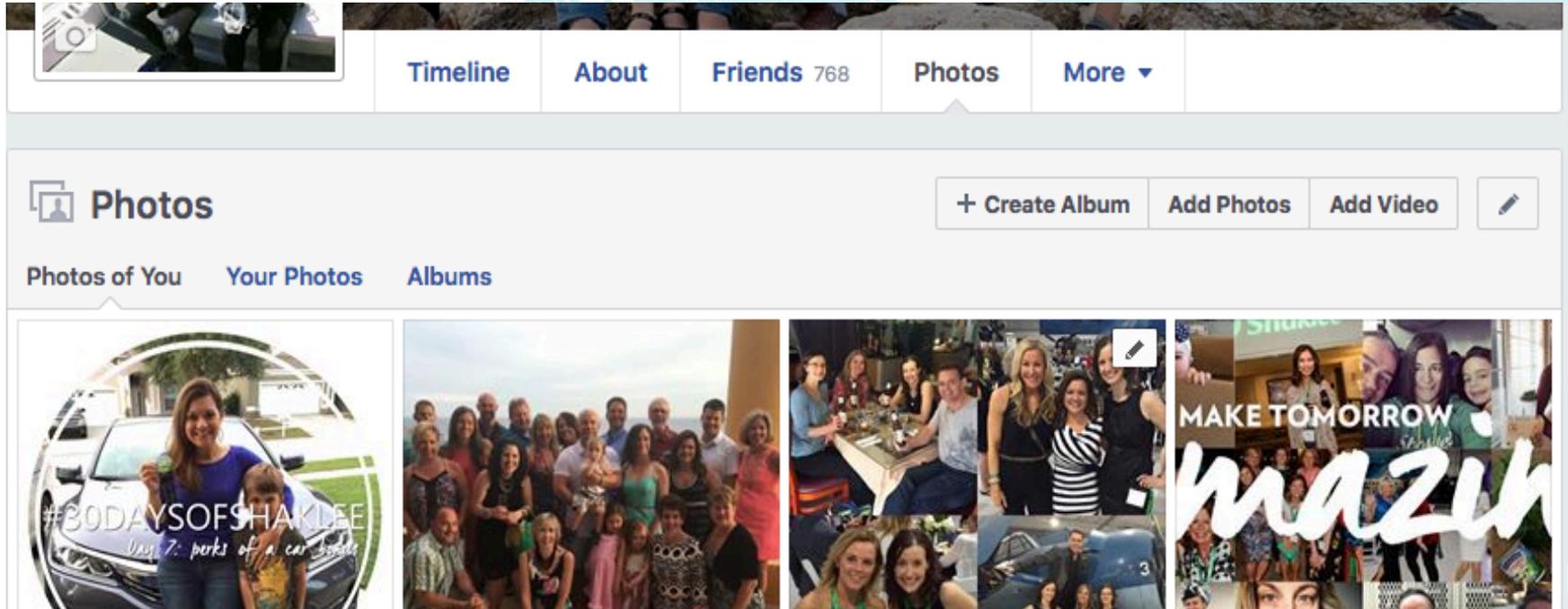
Public Post

**Michelle Parrott** 2 hrs · Public ▾

FYI  
Nature Made vitamins has many products on the recall list for possible salmonella and staph aureus due to improper testing as explained by Pharmative, the manufacturer.  
Below are two links on salmonella and listeria, as well as the recent recalled

In your photos album, you can create the album one of two ways:

1. Click on the Albums tab next to “Your Photos”
2. Click on +Create Album



# Click on + Create Album next to photo albums

The screenshot shows the Facebook Photos interface. At the top, there are navigation tabs: Timeline, About, Friends (768), Photos, and More. Below these, the 'Photos' section is active, with sub-tabs for 'Photos of You', 'Your Photos', and 'Albums'. A dashed box highlights the '+ Create Album' button. To the right, there are buttons for '+ Create Album', 'Add Photos', and 'Add Video'. Below the navigation, there are three featured items: 'Videos' (182 videos), 'Featured Photos' (10 photos), and 'Health & Wellness' (211 photos).

**Timeline** **About** **Friends** 768 **Photos** **More** ▾

**Photos** + Create Album Add Photos Add Video

**Photos of You** **Your Photos** **Albums**

**+ Create Album**

**Videos**  
182 videos

**Featured Photos**  
10 photos

**Health & Wellness**  
211 photos

This is where you can add your photos, description, title.

Change to Shared Album

Edit

Tag



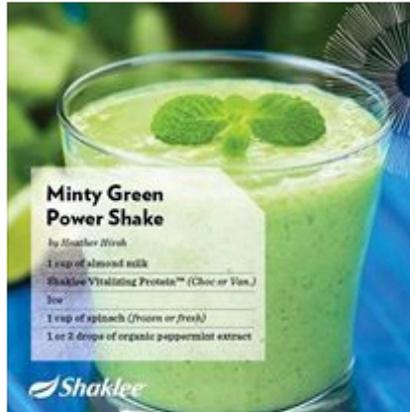
## Health & Wellness

Updated 18 hours ago

learn more here: <http://bit.ly/parrottwellness>



Add Photos



The performance effect

Getting the right nutrition can have amazing effects, particularly and now better still because now this has been shown to be a great way to improve your health.



Michelle Parrott added a new photo to the album: Health & Wellness.

18 hrs · 🧑🏻 · 📌

Day 8: You guys. This morning I totally jacked up my back. No clue what I did but it was to the point that it HURT to even breathe!!! I am so thankful for this stuff. I slathered it on and the menthol kicked in! I've used bengay and biofreeze and I much prefer this stuff. It doesn't burn like the others and it's not greasy at all!

It provides temporary relief in minutes. Deeply penetrating to target arthritis pain, backaches, sore muscle, sports injuries and more. This non-greasy, menthol formula enables fast absorption and provides prolonged release of action to affected areas. So effective and convenient to use - keep one for the medicine cabinet, purse, and gym bag.

Get yours here: <http://bit.ly/jointandmusclepaincream>

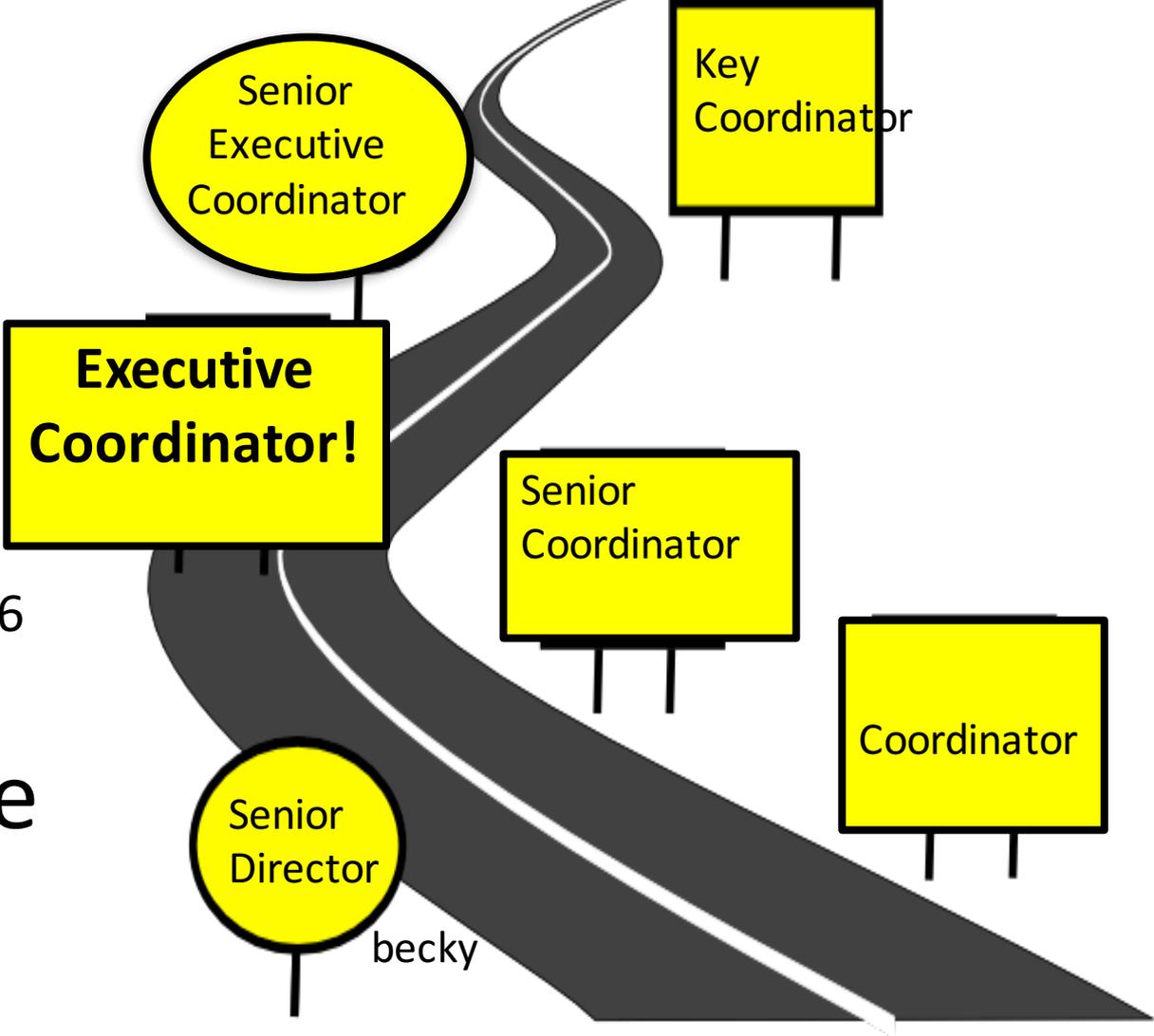


This is how your post will now look when it shows up on your timeline.

**Journey to  
Executive  
Coordinator**  
A Study of Leadership,  
Personal Development  
and People

Session 10 June 16, 2016  
Final session

**Lessons on the  
Journey**



# Our Training Team



Key  
Coordinator  
Harper Guerra



Senior  
Executive  
Coordinator  
Lisa Anderson



Senior Executive  
Coordinator  
Katie Odom



Executive  
Coordinator  
Ashley McDonald



Senior Coordinator  
Becky Choate



Master Coordinators  
Barb Lagoni & Jo Coogan



barb

## Objectives for Session 10 ... Lessons Learned On The Journey to Executive Coordinator

- To review a few behaviors psychologists call .. “ Self-Defeating”
- To recognize any of these within ourselves .. That may inhibit our ability to form authentic relationships
- To recognize these in others to help us in coaching them to success
- Finally we have asked our trainers to share a few of the lessons they have learned on their journeys to Executive Coordinator and beyond. becky

# Self- Defeating Learned Behaviors Earnie Larsen 5/ 3, 1985

These are behaviors we adopt that can diminish our capacity to develop health authentic relationships with others.

barb

# The Care Taker- an exaggerated extreme of a healthy impulse

- Caretakers take responsibility for other people's feelings... and success... and happiness.
- They do for others what they should do for themselves.
- They never say no.
- They feel responsible for all people... and all things... at all times!
- They have lots of guilt.
- Are World Class worriers.

ash

# People Pleasers – are dependent on other people's approval

- 🌱 They worry .. what will the neighbors say.
- 🌱 Want peace at any price.
- 🌱 Can never say no because you might get mad and go away and they'd be alone.
- 🌱 They will never say they want out of a relationship, but make it so bad that the other person can't stand it ..
- 🌱 They lie... don't want to hurt your feelings. ash

# Martyrs ... Life is a struggle

- 🌱 They nobly suffer for others.
- 🌱 Good worriers .. they get good by practicing.
- 🌱 “ My reward will be in heaven”
- 🌱 Always negative ... How long until we get there.. Who knows if we are going
- 🌱 to get there at all.
- 🌱 It's not hot, it's boiling.
- 🌱 There's no place to park
- 🌱 We are going to have to walk 5 miles .. in the rain... uphill !!
- 🌱 Martyrs go without what they need so others can have what they don't.
- 🌱 They will go without socks so kids can have a tennis racket.

# Martyr continued

- Martyrs become incapable of enjoying themselves.
- Things are never great .. only nice.
- Didn't hurt much ...
- What you are at 70 is what you were at 35 ..only twice as much. ash

# . Workaholics – People who learn their self image is based on producing or at least being busy.

- ✔ Feel guilty taking time off.
- ✔ To be OK, how hard can you work?
- ✔ Carry 4 buckets ... not 2
- ✔ Run. Don't walk.
- ✔ Work through lunch.
- ✔ What kind of people walk? Stop to eat? Lazy people.
- ✔ Never took a day off.
- ✔ Need a sense of balance and limits
- ✔ Feel guilty relaxing.
- ✔ If you have difficulty asking for what you need... to make your business work, do the things that get results, don't just keep being busy. ash

# Perfectionist -- Self image is based on doing **everything perfectly.**

- If you can't do something right, don't do it at all.
- Not only do they have to be perfect, but everyone else does, too.
- How come nobody helps me? No one can do it right.
- It's my way or the highway.
- Absolute dictator.. VERY RIGID
- Hard to live with
- There is never a happy perfectionist. ash

# Tap Dancer – Have difficulty making a commitment.

- Never tells you the whole truth. They may tell you they love you ... but they also told 4 other people the same thing.
- Will end a relationship before making a commitment.
- They do their Shaklee business in a closet .. won't make a commitment .
- They act like they are in the witness protection program  
( Pat HIntze ..

*If Shaklee were a crime...*

*would there be enough evidence to convict you? )*

*ash*

# Four Mental Enemies of Success

~Change the way you think~

- 🌿 Rejection
- 🌿 Deception
- 🌿 Apathy
- 🌿 Attrition

BY FAILING TO  
PREPARE, YOU  
ARE PREPARING  
TO FAIL.

*Luck favors the prepared*

Ash

# Rejection

- More will say “no” than “yes”
- There WILL be a lot of negative people
  - Be careful who you listen to
  - When you buy their opinion, you buy their lifestyle
- TIPS FOR BEING PREPARED:
  - Be courageous, a risk-taker, relentless & have fun
  - Take action in spite of fear
  - Don't focus on the results
  - Reduce rejection by increases exposures

\*\* Minimum for SERIOUS part-time builders: 3-5 NEW contacts/day\*\*

 Shaklee

 Live  
2015

Ash

# Deception:

- 🌿 People are going to lie to you
- 🌿 There WILL be “no shows” & last minute cancelations
- 🌿 You’ll likely have a couple “guest free” parties
- 🌿 Some might take samples & never use them or respond to you
- 🌿 TIPS FOR BEING PREPARED:
  - 🌿 Understand deception will always be a part of this business
  - 🌿 Don’t make people feel bad when they lie to you – YOU are special. You have something many people don’t when it comes to entrepreneurship. You want MORE.
  - 🌿 It just means it’s not the RIGHT TIME, RIGHT NOW.

# Apathy

Ash

- There WILL be people who join & do nothing
  - People who sign up & go into witness protection
  - Some people just don't have what it takes
- Reasons for apathy:
  - Un-coachability
  - Ego – unable to ask for help
  - Shyness or other “personality complications”
- TIPS FOR BEING PREPARED: Optimal Leadership/Influence
  - The first 72 hours are critical
  - Do the work WITH them
  - Help them create results ASAP
  - Operate like they'll quit tomorrow while treating them like your top earner

\*\*Teach AND know that your comfort zone is a self-imposed prison\*\*

Shaklee®

Live  
2015

# Attrition

Ash

- Definition – action or process of gradually reducing strength/effectiveness of something/someone through sustained attack/pressure.
  - Example: the people who join the business & disappear
- You will build this business in plateaus
- Why do people do this? Mostly due to never really developing a true WHY/DREAM. They're on board as long as it's going well.
- TIPS FOR BEING PREPARED:
  - This is a business of relationships: develop them, serve others & they won't quit on YOU.
    - Get them involved ASAP & be a role model of participation
    - Create positive association
    - What they lack in themselves they start to get from others on the team
  - Detoxify YOUR life of people who drain you...remember this is a legacy

# Lessons I'm Learning on the Journey to Executive Coordinator & Beyond

Becky Choate

## **Lesson # 1 ---Remember to be grateful –**

- 🌱 Takes me out of a “pity party” and into action
- 🌱 I think of 3 things that I am grateful for at that moment.

## Lesson # 2 Recognize when we self-sabotage

In the beginning, I would **ASSUME for everyone** –  
--who would be interested in our products –  
--who would want to do our business.

I spent an enormous amount of time justifying who I would talk to and who I would not. It was exhausting AND it was pointless. We don't know what all is happening in other people's lives.

**Our job is to share – their job is to decide.**

I also think, for me, this was also a way to justify to myself how to avoid people that I was really scared to talk to 😊

# Lesson #3 -- Avoid Making Judgments About Who Can Afford Shaklee Products

- Scarcity vs Abundance Mentality
  - I used to think that our products were expensive ... so I thought everyone else probably thought that as well.
  - So I would avoid talking about the prices or just suggest the very minimal for them... instead of explaining the importance and cost of procuring pure untainted ingredients in an increasingly polluted world ... And valuing our health and the cost of good science .. And learning how to work with anyone's budget to get them the best collection for them.
  - Now I present options and allow customers to decide what they want.
- becky

Achieving the goal of  
Executive Coordinator ...  
Is not nearly as important  
As the person we become  
On the way to the next rank. becky

# Lessons from Katie

Capacity is not the problem: choice and attitude are. If people are willing to choose improvement and change their attitude, the sky is the limit. -John Maxwell

- Get COMFORTABLE doing the UNCOMFORTABLE.
- Everything comes down to two things: mindset and connecting with people
- Learn to listen and identify the needs of others
- When you feel discouraged or stuck- Skill up
- Spend time listening to Podcasts
- Focus on ACTIVITY NOT RESULTS
- Remember consistency pays off-
- Becoming an intentional entrepreneur.

People do not decide their future...  
They decide their habits...  
And their habits decide their futures. katie

# Lessons learned on the journey to executive coordinator and beyond

Ashley McDonald

- There are ebbs & flows in this business as you grow
- Practice what you preach & do/act as you hope your team will
- Focus on the activity, not the results
- Always stay focused on your WHY
- Spend time developing yourself & growing as a leader
- Never forget the basics - the true beauty of our business
- Mindset, mindset, mindset



Ash



“The best way to predict your future is to create it.”

- Dr. Forrest C. Shaklee



# Action Steps Lesson #10

- As we identify our business partners, dig out the 8 Weeks to Director Webinar Series at [www.BetterFutureStartsToday.com/](http://www.BetterFutureStartsToday.com/)\_\_\_\_\_ your name
- We will want to review each session with your distributors to refresh our memory and then discuss the important actions from each week.
- We have 2 weeks off until June 30 .. A very good time to review these past 10 sessions from Journey to Executive Coordinator ..
- A 5- Week Summer Session begins June 30 .. See you then      becky

# 2016 Summer Session Coming Jun 30

Session 1 -- June 30 – Virtual In-Home Event

Session 2 – July 7 Branding yourself/ Building a Business on FB

Session 3 – July 14 Face Book Events and Health Chats

Session 4 – July 21 Taking It Offline: Appointments, 3-way calls  
and Coffee Dates

Session 5 – July 28 Cold Market and Studio Pack Approaches becky

Lead by Ashley McDonald, Katie Odom, Michelle Parrott and the  
Thursday Morning Training Team