

The worst thing we  
can do is get  
a second job.  
The BEST thing  
we can do is start a  
home-based business.

*Dave Ramsey*

Advice from  
Financial Expert  
Dave Ramsey

A small step today. A lifetime of better health.  
Free shipping (up to \$20) + free membership  
when you join Shaklee with a new product ki



Be part  
of the effect™

Shaklee continues Share the Effect Points.\* From August – December 2014, when you earn 25 sponsoring points within a given month you'll receive a monthly reward valued at over \$250! In September – earn a GO PRO Camera!!!!



New Members must join online with at least one of the twelve qualifying product regimens or kits to receive the Free Shipping Offer:

- Foundations Regimen
- SmartHeart Blood Pressure Regimen
- SmartHeart Cholesterol Regimen
- Healthy Solutions Regimen
- Healthy Solutions Plus Regimen
- Enfuselle® Nutrition Therapy System – Normal to Oily
- Enfuselle Nutrition Therapy System – Normal to Dry
- Get Clean® Starter Kit – Regular Scent
- Get Clean Starter Kit – Fragrance Free
- Turnaround® Kit
- Lean & Healthy Kit
- Smoothee Kit

New Members joining during the promotion period will receive up to \$20 of free shipping. Offer applies to standard shipping costs.

Join Free with Vitalizer® is not included in this offer. Online memberships only.



## Average cost of raising a child hits \$245,000

- The figures are based on the cost of housing, food, transportation, clothing, health care, education, child care and miscellaneous expenses, like haircuts and cell phones. But the estimates don't include the [cost of college](#) -- a big-ticket expense that keeps rising.
- The good news: overall costs have grown more slowly in recent years thanks to low inflation, said economist Mark Lino, who has written the annual report for the USDA since 1987.
- But many families are still having to do more with less. The country's median income remains [more than 8% below](#) where it was before the recession, while child care and health care costs continue to grow faster than inflation.
- [Related: 'The most surprising cost of raising my kid'](#)
- Child care, in particular, is a huge burden -- often costing as much as the family home.

# Member Appreciation Brunches/Dinner/Teas

## **Objectives –**

- To ground members in the Shaklee Difference
- To expose members to additional products
- To underline the fun and success of developing a Shaklee business
- Resulting in more customers and business partners.

- Offered 15% off any orders placed that day
  - Each guest received a packet of:
    - Selection Guides,
    - Order form,
    - Gold pack information and contents,
    - Company and earnings potential,
    - Gift bag with samples in it
- lisa

3 events and 55 guests in attendance  
Results as of now about 3000 PV in orders,  
5 people looking at the business  
Many members trying new product lines  
Everyone had great fun!

# Member Appreciation Brunches/Dinner/Teas

- They come for the fun.. Food ..and free stuff
- They end up getting a great sense of team ... and exposure to home business
- They get lots of education about health and Shaklee science and product lines
- They hear amazing stories of success with nutrition as well as business stories
- Highlighted 4 new products

lisa

# Member Appreciation Brunch Outline

## Welcome-

- Each guest shares their favorite product-( and receives a raffle ticket for sharing )
- Each leader shares why they chose to develop a Shaklee business.
- Distribute raffle tickets to anyone who asks/or answers a question  
We had some questions pre-written and handed them out to guest to read
- Give Shaklee products as gifts
- Give Nutrition & You books to the people that had great testimonies
- Offer good discounts on the Gold Packs and invited people to join our team  
lisa

# Teaming Up Fall 2014 –Lesson2

Getting Started 101

September 11, 2014

Senior Executive Coordinator

Lisa Anderson



Senior Coordinator

Katie Odom



Be part  
of the effect™



## Objectives for Session # 2 – Getting Started 101

- To help all members attending these trainings to reach rank of Director by end of November ( 90 Day Goal )
- To set up the mechanics of your business and know where to find the excellent resources that will support your business growth.
- To review ideas on how to ...organize your office, your time and your business
- To prepare for getting into action and building your Shaklee business

lisa

# Organizing Your Information and Resources

- Our role is one of education and training .. Go Pro by Eric Worre
- We will want to set up our system for filing and retrieving important information we will want to pass along to members and distributors.
- Suggested folders to set up in your computer ... lisa

## Nutrition Information

Allergies, asthma, arthritis,  
digestive disorders, eczema,  
Women's health, children's,  
etc

Resources for Business  
Evaluation

New Member Orientation  
Materials & Welcome letter

Customer Promotions

Member Care and Follow Up

FaceBook posts

Shaklee 180

# Organizing Your Office

Office will need :

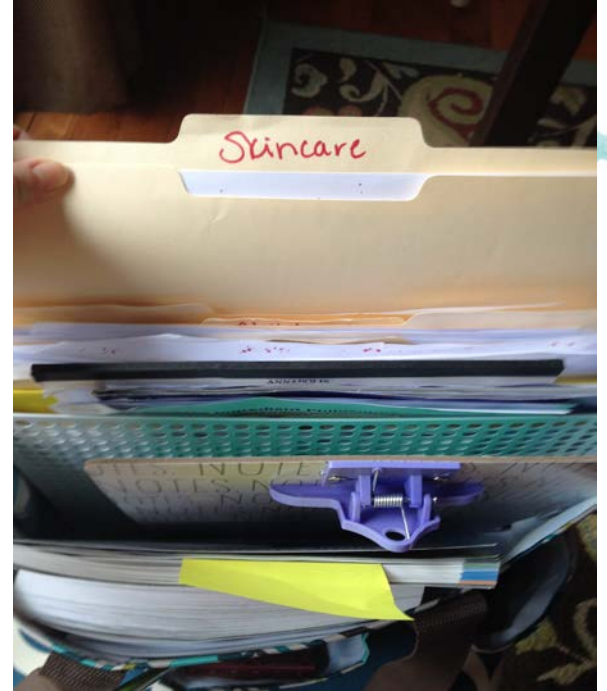
- your computer
- a phone
- your working binder/notebook
- pleasant space where you are going to work
- filing cabinet for business records and receipts



- Understand how to operate 3-way calling on your telephone katie
- Order some literature .. Product Guides, Why Supplement ( #76133),  
Changing Brands Can Change Your Life ( #76132 ), Vitalizer (#76123 ),  
Get Clean ( #70051 ), Nutrition and You books ...  
But don't go crazy .. You aren't earning yet.
- Download First Step Resource Guide and Training Manual from [MyShaklee.com](http://MyShaklee.com)



## Getting Started– Office Can Be Portable



Notebooks, planner/ day timer, thank you cards, product guides, Nutrition and You Booklets, pens, Sticky notes, New Member Folders & documents, Nutrition & Product Information sheets

katie



# Set up a 3-ring Working Binder or Equivalent in Computer

- Insert First Step Resource Guide ( downloaded from MyShaklee.com )
- Insert written goals on first page so you see them every time you open the cover ( we will discuss in detail next week)
- Insert documents you will be using frequently in your appointments & meetings
- Create tabs for names and contact info for potential customers / distributors

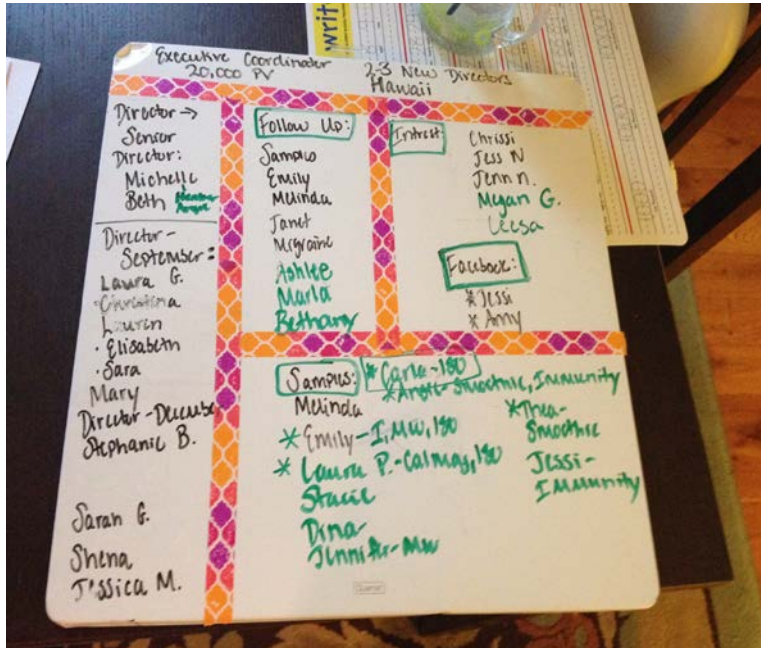


- A calendar to schedule appointments & meetings
- See pages from Skilling Up Session #16 ( bobsfiles.net) lisa



# Goal / Dream Board and White Working Board With Your Growing Organization In Your Office – Where You Will See Them Every Day

katie





## Organizing Your Business

Visit [www.MyShaklee.com](http://www.MyShaklee.com) to activate your website at the member center. lisa

- Set up Direct Deposit ( download Electronic Funds Direct Deposit form )
- Explore Business Tab ( All Training.. New Distributor Guide ) at MyShaklee.com
- Obtain a 3-ring binder which will become your working binder/notebook ( see Skilling Up Session # 16 )
- Track business expenses ( ie. mileage, supplies... google “ in-home business tax deductions”, see Session **Tuesdays With The Masters** Mar 19th, 2013 Session #10 ( bobsfiles.net ) Tax Strategies/Benefits of a Home-based Business
- Maintain Simple Records ( **money in** spiral notebook .. **money out** .. Check book and credit card statement )
- Additional training information is available at [www.bobsfiles.net](http://www.bobsfiles.net) for Tuesday/ now Thursday Training webinars or at Shaklee University.com.

## Getting Started– Organizing Your Business

- Set up checking account ( where you are going to put the money you make) katie
- Shaklee-ize yourself and your home
- Begin making a list of people you know ... 10 you want to introduce to products .. And 10 you want to discuss about home business benefits.
- Review Shaklee videos and materials to send when someone is evaluating starting a home business. . And which ones you will want to use ... file in your computer so they are readily accessible



# Organize Your Brain .. And Understand the 3 Ways People Can Join

## USE PRODUCTS

### SAVE:

15% discount on products as a Member

PLUS an additional 10% on AutoShip\*

### FREE MEMBERSHIP:

With one of the product kits

Join for \$19.95 as a Member

### RECOMMENDED:

Product Regimens

\$99.95 - \$269.95

See the 2014 Incentives Booklet and the current P&R posted on MyShaklee.com for full details.

\*15% discount and 10% AutoShip discount on many of our most popular products

†Price differential between Director price and Member price

\*\*You must be a Gold or pay the Gold fee to receive Gold bonuses.

\*\*\*Build is based on becoming a Director at 2000 PGV.

‡Based on Suggested Retail Price.

## SHARE & EARN

### SAVE:

15% discount on products as a Member

PLUS an additional 10% on AutoShip\*

### EARN UP TO:

14% bonus on personal group volume

### ELIGIBLE FOR:

Gold\*\* and Power Bonuses

Upgrade from Member \$29.95/  
Join \$49.95

### RECOMMENDED:

\$349 Gold PAK

Over \$900† value and  
*FastTRACK* eligible

lisa

## BUILD A BUSINESS

### SAVE:

15% discount on products as a Member  
PLUS an additional 10% on AutoShip\*

### EARN UP TO:

16% profit (price differential†)

20% bonus on personal group volume

### ELIGIBLE FOR:

Gold\*\* and Power Bonuses

### PLUS ELIGIBLE FOR WHEN YOU INCREASE IN RANK:

Up to 14% in Leadership and Infinity Bonuses  
Car Bonus

FastTRACK Bonuses up to \$89,000 plus  
potential for unlimited matching Bonuses

Upgrade from Member \$29.95/Join \$49.95

### RECOMMENDED:

\$699 Gold Plus PAK—Over \$2,100† Value

# Getting Started .. Where To Go For Training

**Monday Wellness Webinar- 8pm-**

<https://www2.gotomeeting.com/register/168936498>

Archived on: Betterhealthin31days.com Under Wellness Webinars

**Thursday Morning Business Training- 9am**

<https://www2.gotomeeting.com/register/478717250>

Archived on: bobsfiles.net

Create your own username and password

[www.ShakleeUniversity.com](http://www.ShakleeUniversity.com)

**Shakword.com** Login: Shaklee Password: Shaklee

**Dr. Chaney Videos:** <http://www.drchaneyvideos.com/drchaneytruthaboutsoyvideo.php>

**Shaklee YouTube:** <http://www.youtube.com/user/FCShaklee>

**Menu of 3 Minute Recorded Calls: 925-924-3232**

**Shaklee 180 3 Minute Recorded Call: 925-924-3180      katie**

**Sharing Shaklee (Facebook):** <https://www.facebook.com/#!/groups/sharingshaklee/>  
or your group's Face Book Group page

**Dropbox-** CD's- Ask your Upline to have them send you some

**Shaklee Field Support: 1-800-Shaklee (1-800-742-5533)**

**Shaklee Product Hotline: 925-734-3638**

**Myshaklee.com**

Search on your member center for ANYTHING (Lots of tools and resources on here)

**Leigh Bordelon's Business Training- How to use Business Tab in your member center:**

[http://member.myshaklee.com/us/en/article/My\\_Business\\_%28formerly\\_known\\_as\\_iTrack%29\\_Training\\_Calls-9c404137538753c4003beb406edafecf](http://member.myshaklee.com/us/en/article/My_Business_%28formerly_known_as_iTrack%29_Training_Calls-9c404137538753c4003beb406edafecf)

**Pat Hintze Business Presentations:**

Leadership Training Tuesday: <http://dtp.enterthemeeting.com/m/AMZ99AJZ>

Dave Ramsey EntreLeadership

Andy Stanley Beyond You Leadership

Dream Team presentations Wed PM: <http://dtp.enterthemeeting.com/m/2JM98FJ3>  
katie

# Organizing Your Time

- Where you put your time should reflect what you want to achieve.
- Let's assume you want to be a Director with 2000 PV within the next 12 weeks ...you will probably want to devote 10 to 15 hours a week to your business.. Integrating our business into our lives is the key... (Maria Shriver)
- Block your Shaklee time on your calendar – Save prime time for appointments and phoning and meetings and people contact.
- 80% of that time you will want to spend on IPA's – Income Producing Activity .. In other words – people time... including play dates, lunch dates, yoga class, etc
- Make a To Do List every day .. Before you go to bed at night ...  
( Dave Ramsey recommends entering the tasks directly in your day planner in a time slot )

katie



## Organizing Your Time – Working Smarter ..Not Harder

- Beware the time suckers – List not only what you want to do .. But also what you DON'T want to do .. ( TV, internet, social media can build your business or fritter your time away , etc )
- Work in teams, share your materials and use existing documents and tools whenever possible... copy posts from FaceBook others have created ... and share your brilliant ideas with your teammates...
- Enroll your family -- A Shaklee business can be a family affair with benefits to everyone ..learn to delegate household chores to carve out time for your business. ( see podcast in Action Steps )

Time is precious .. Use it wisely

katie

# MindWorks Dialogue

*I am calling to ask who you may know who may want to hear about ways to help improve brain function ... and memory ... focus, concentration .. An all-around healthier brain.*

*Shaklee just introduced a very interesting new product called MindWorks .. That improves connections between neurons in the brain...*

*And that's the key to being smart ...and quick –thinking .. With good cognitive function!*

*I am assembling information about causes of cognitive decline .. And what we can do for prevention... so I have 3 options for you ..*

- *Would you like to learn more about the MindWorks product or would you like to order some now?*
- *Would you like to attend a Wellness Webinar on this subject ( or an archive)*
- *Would you like to set up a gathering with your friends .. Or a conference call .. Called “The Mind You Save May Be Your Own” & receive your MindWorks FREE.      barb*

## Action Steps – Session 2

- Set up your office
- Set up your working folder with names and contacts and calendar of appointments and events
- Determine how much time you will devote to your business and then block your working times on your calendar ..  
Be sure that 80% of your time is spent on IPA ( Income Producing Activity )...in other words .. People time.
- Review Shaklee videos and resources so you will know what to send to your prospective customers and distributors.
- Consider setting a goal to contact 20 people regarding the new Blood Pressure product and/or the new MindWorks product

lisa

# Action Steps – Session 2

Because leaders are continual learners ..

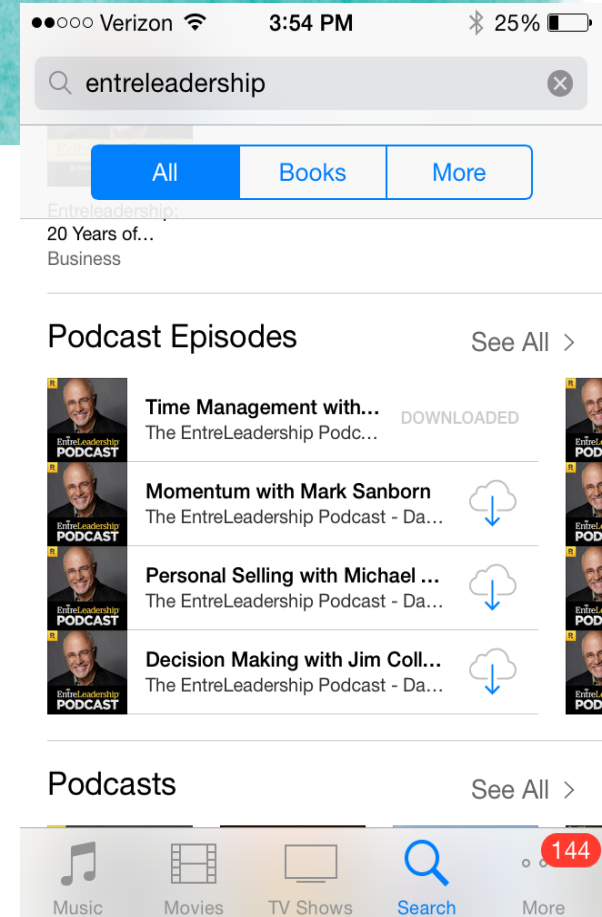
We recommend you spend some time periodically investing in yourself .. Improving your people skills and communication skills.

This week's recommended Podcast ..

Michael Hyatt at Entre Leadership ( Dave Ramsey )

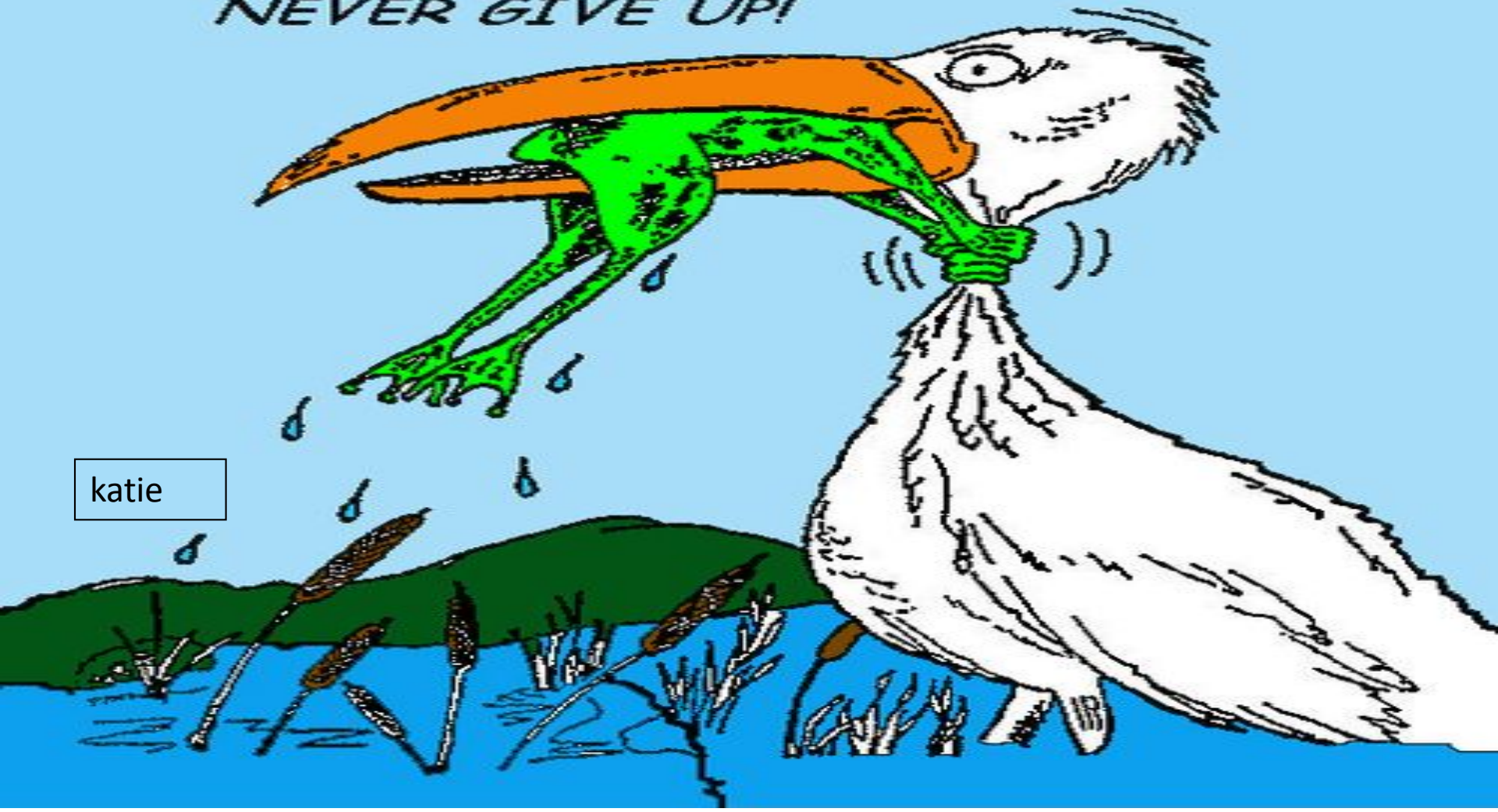
- Go to : Itunes.. Podcasts ...Entreleadership then \*\*time management ...\*\*personal selling

katie





*NEVER GIVE UP!*



katie

## Monday Wellness Webinars Schedule September 2014

- Sept 8 -- Presidential Master Coordinator Gary Burke shares his story and overview of benefits of home businesses.
- Sept 15— Smart Heart Solutions – Understanding Blood Pressure and Arterial Health Dr Chaney
- Sept 22 — The Mind You Save May Be Your Own ..
- Sept 29 – Inside the World of Shaklee a review of Shaklee's history, philosophy and products, benefits of membership and home business advantages.

Archived at [www.BetterHealthin31Days.com](http://www.BetterHealthin31Days.com)

Click here to attend

<https://www2.gotomeeting.com/register/168936498>

## Monday Wellness Webinars Schedule October 2014

Oct 6 -- Presidential Master Coordinator Gary Burke shares his story and overview of benefits of home businesses.

Oct 13— Preparing Our Families For Cold And Flu Season

Oct 20 — The Auto-Immune Explosion

Oct 27 – Inside the World of Shaklee a review of Shaklee's history, philosophy and products, benefits of membership and home business advantages.

Archived at [www.BetterHealthin31Days.com](http://www.BetterHealthin31Days.com)

Click here to attend

<https://www2.gotomeeting.com/register/168936498>

## Monday Wellness Webinars Schedule November/December 2014

Nov 3 --. Presidential Master Coordinator Gary Burke shares his story and overview of benefits of home businesses

Nov 10— Headaches and Migraines

Nov 17 –Protecting the Mental Health of Our Teens

Nov 24 – Inside the World of Shaklee a review of Shaklee's history, philosophy and products, benefits of membership and home business advantages.

Dec 1 -- Presidential Master Coordinator Gary Burke shares his story and overview of benefits of home businesses

Dec 8 – no webinar – Shaklee Dream Trip to Mayan Riviera

Dec 15 – The Myths of the Ingredient Critics

Archived at [www.BetterHealthin31Days.com](http://www.BetterHealthin31Days.com)

Click here to attend <https://www2.gotomeeting.com/register/168936498>



- Janelle Devlin
- 3:30pm Aug 30
- I LovE the Andy Stanley leadership podcast. Listened to this twice during my workout this am. So applies to the leadership convos I have had with many of you: <https://itunes.apple.com/us/podcast/andy-stanley-leadership-podcast/id290055666?mt=2&i=317139067>

## 90 Day Power Bonus Begins When You Become a Distributor

- Upgrade to Distributor - \$29.95
- Join as a Distributor - \$49.95
- Join as a Gold - \$349 or \$599

You have 3 full months after your Distributor Date to earn Power Bonuses.

Example: Upgrade on 9/10, earn Power Bonuses for the rest of September, and all of October, November and December.

Example: Join as a Distributor on 10/1, earn Power Bonuses for the rest of October, and all of November, December and January.

## Earn Power Bonus of \$150 with every 15 Sponsoring Points

You earn Power Bonuses of \$150 each time you accumulate 15 points by personally sponsoring new people with a purchase of:

50 PV = 1 point   100 PV = 2 points   \$349 Gold PAK = 5 points   \$599 Gold PAK = 10 point

Each time you reach a new Business Leader rank, Power Bonus eligibility begins again in the month you reached that rank.

One more incentive – personally sponsor a new Distributor with a Gold PAK and earn:-

\$50 for \$349 Gold PAK

\$100 for \$599 Gold PAK

# \$349 Gold PAK Over \$900\* value (250 PV)



## PRODUCTS

- MindWorks™
- Vitalizing Protein™
- Vitalized Immunity™

### Healthy Foundations

- Vitalizer™

### Healthy Solutions

- Vivix®

### Healthy Home

- Basic H<sup>2</sup>®
- Spray Bottles (2-Pack)

## BUSINESS TOOLS

- 1 Free Conference Registration
- 1 Free Regional Meeting Registration
- 3 Months PWS
- 1 Month Hearsay Social®
- 1 Month Meet.fm meetings
- Gold Ambassador fee



Includes  
New Distributor Kit



# \$699 Gold Pak Over \$2,100\* Value (500 PV)

## PRODUCTS

- MindWorks™
- Vitalizing Protein™
- Vitalized Immunity™

### Healthy Foundations

- Vitalizer™

### Healthy Solutions

- NutriFeron®
- Vivix®
- Omega Guard® 60s

### Healthy Weight

- Shaklee 180® Energizing Tea, Pomegranate
- Shaklee 180 Energizing Smoothee Packets (6 Packets)
- Shaklee 180 Snack Bar Assortment

### Healthy Beauty

- Hydrating Cleansing Lotion
- Enfuselle® Dispensing Pump
- C&E Repair P.M.®

### Healthy Home

- Basic H<sup>2</sup>®
- Dish Wash Liquid Concentrate 16 oz
- Spray Bottles (2-Pack)



## BUSINESS TOOLS

- 4 free Conference registrations
- 2 free Regional Meeting registrations
- 12 months PWS
- 3 months Hearsay Social®
- 3 months Meet.fm meetings
- Gold Ambassador fee



Includes  
New Distributor Kit

## From Forbes Magazine – Expert Recommends Home Business for Retirees

“I believe that the entire industry is poised for explosive growth and can be one of the most significant solutions to America’s current retirement savings crisis. “ Robert Laura, Retirement Advisor , Forbes Aug 2014

- AARP estimates that half of all baby boomers (76 million) are interested in starting a business and the makings of a massive trend are in place.
- With the average 50 year-old estimated to have less than \$50,000 in retirement savings, there is an obvious need to find alternative ways to either save more or generate supplemental income starting now, and continuing throughout retirement

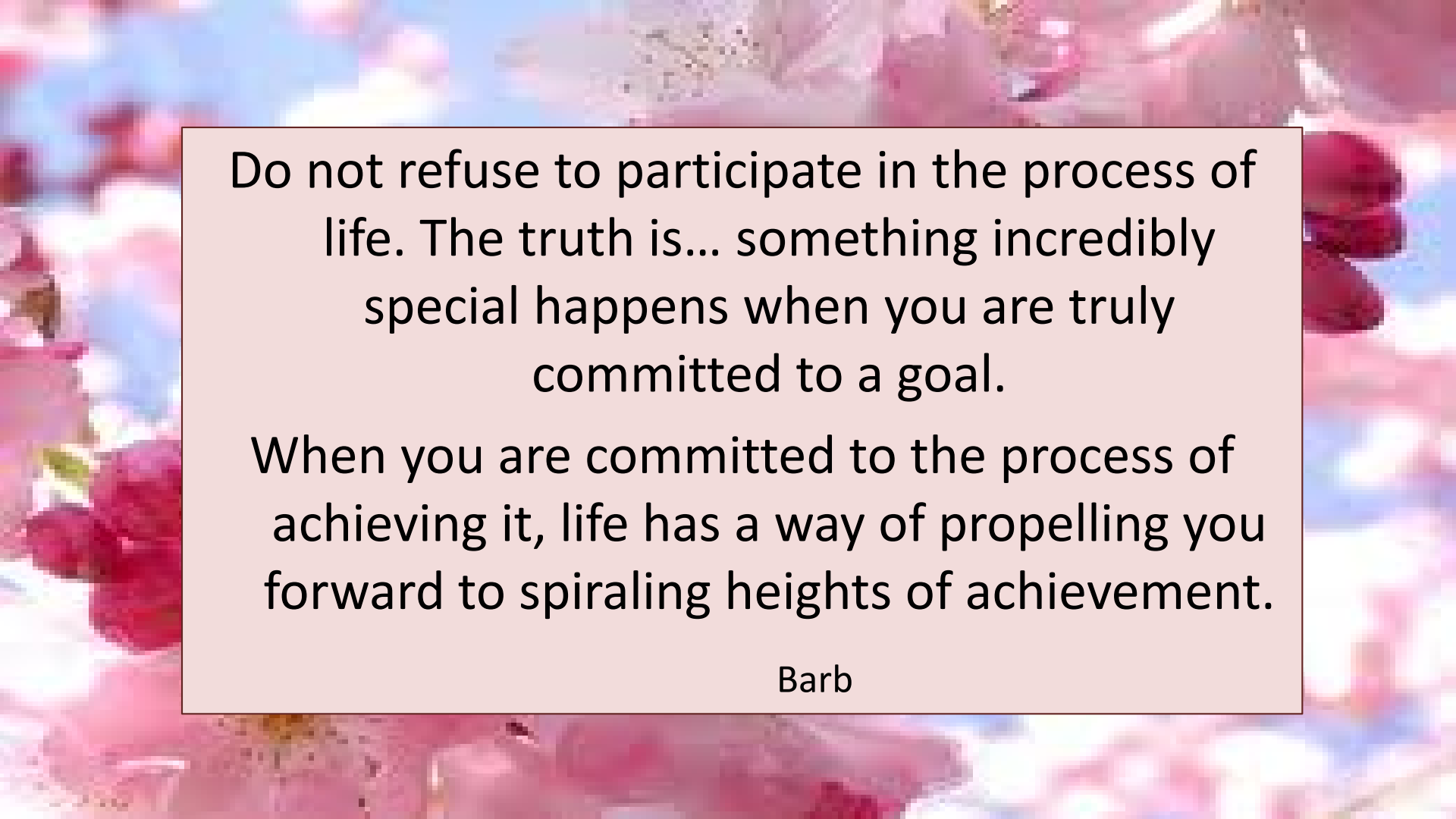
- Another growing reality that could benefit MLM and related businesses is the increasing number of baby boomers who are disenchanted with their current careers. They're worn-out from years of the corporate grind and don't feel the connection between their job and the people it impacts outside their office walls or company grounds.
- They're shifting their focus from accumulating a giant nest egg to a desire to be part of something bigger and better... to have a positive effect on others... and working in retirement. Facets of life that can be fulfilled with specific types of products and service available through some MLM or Direct selling opportunities.

- MLM and direct selling programs also offer very low barriers into entrepreneurship, often providing training, support, and ample encouragement along the way. As retirees begin to realize they need activities that keep them busy, relevant, in good health, and connected to others, the time, energy and cost to participate in these kinds of companies make them very appealing to large segments of the population caught up in these dynamics.
- “Many people don’t realize that multi-level marketing companies are successful because they help people satisfy a number of important human needs, including feeling significant, having connections, learning something new, and making a difference. I have heard people in network marketing say again and again, ‘I’m doing this because I’m meeting amazing people ... making so many connections ... and I feel so good about myself.’”



I believe the concept of starting a business for retirement income will become one of the most significant trends impacting retirement in the 21<sup>st</sup> century.

● ...

A background image featuring a close-up of pink and white flowers, possibly cherry blossoms, with soft, out-of-focus petals and green leaves. The colors are vibrant and fill the entire frame.

Do not refuse to participate in the process of  
life. The truth is... something incredibly  
special happens when you are truly  
committed to a goal.

When you are committed to the process of  
achieving it, life has a way of propelling you  
forward to spiraling heights of achievement.

Barb