



Cleveland, Ohio – August 12-16th 2015

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Our Businesses Grow .. As We Grow

Shaklee Leadership, Coaching and Personal Development
Discussions

Summer 2015 # 2

**Guest Speaker: Life Time Presidential Master
Coordinator, Gary Burke**

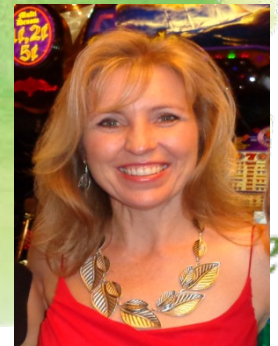
Master Coordinators Jo
Coogan & Barb Lagoni



Executive Coordinators
Harper Guerra & Katie Odom



Senior Executive
Coordinator
Lisa Anderson



Our 6 Week Series Will Focus on... The Art of Leadership

Our goal is to open each of us up to our own leadership potential, to challenge us to improve and to ultimately motivate us to want to develop other leaders.

Why?

“Because winning organizations have leaders at all levels. Producing leaders in what separates the winners from the others.” --Noel Tichy



lisa

Objectives for Session #2 – Key Leadership Lessons from Gary Burke, Presidential Master Coordinator with references to Noel Tichy in The Leadership Engine

- To know what a “teachable point of view” is.
- To understand the value of having a “teachable point of view”.
- To understand why teaching is at the heart of leading.
- To learn why we say “Shaklee is a leadership business.” Jo

If we could change ourselves, the tendencies in the world would also change. As a man changes his own nature, so does the attitude of the world change towards him. ... We need not wait to see what others do. - Mahatma Gandhi

NOEL M. TICHY

Coauthor of *Control Your Destiny or Someone Else Will*

WITH ELI COHEN

A Business Week Book of the Year

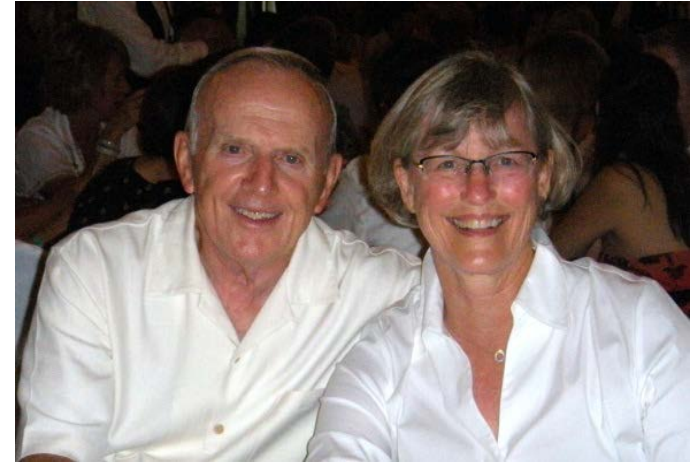
THE LEADERSHIP ENGINE

**HOW WINNING COMPANIES
BUILD LEADERS AT EVERY LEVEL**

HarperBusiness Essentials

Gary & Faye Burke

Presidential Master Coordinators



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- When we were introduced to Shaklee over 40 years ago, our sponsor caught our attention by talking about:
 - Residual Income
 - Being our own boss
 - Associating with a terrific company that operates on the golden rule
- Our Sponsor showed us how we could build a large Shaklee Organization, not just sell products. Building an organization really captured our attention.
 - We didn't know yet how to build an organization, but we believed with the help of our Sponsor and other leaders in Shaklee, we could learn and grow and be successful
- Shaklee has paid us over \$13 million since we were first sponsored, including more than \$5.2 million since January 2000
- More importantly, along the way, we have been able to help many others achieve a lifestyle for themselves beyond anything they thought possible.

- ✓ *The **Shaklee Dream Plan** is real – it provides the possibilities for unlimited success*
- ✓ ***Shaklee Products** help people – and are backed up by clinical studies and a 100% guarantee*

Thursday June 11th

It's about leadership
and what you become

Getting Yourself in Position to Succeed

You must put yourself in enough situations so you can:

- 1. Practice – Develop skills**
- 2. Get some experience**
- 3. Get knowledge**
- 4. Build confidence**

Create A Growth Environment

A Major Principle

As leaders we can't change people , but we can create an environment that will allow them to grow.

Management or Leadership?

- **You manage your thoughts**
- **You manage paperwork**
- **You manage time**
- **You manage money**
- **You manage your schedule**

But.....You lead people!

Words That Describe Shaklee leadership

Vision

Teach

Influence

Example

Mindset

Change

Initiative

The future

A Leader Has A Teachable Point of View Based On:

- 1. Knowledge**
- 2. Experience**
- 3. Success & Failures**

Leaders who develop leaders have teachable points of view in specific areas

Goal setting

Planning

Prospecting

Sponsoring

Follow-up

In-home presentations

The Dream Plan

**Leaders make use of their teachable
points of view by telling stories**

Product stories

People stories

Earning examples

Sponsoring stories

Their personal experiences

It's one thing to say "I want to become
a Master Coordinator."

It's quite another thing to determine
"what exactly do I change?"

My belief

My effort

My plan

My goals

My routine

My attitude

“ Leading Is Teaching. If you’re not teaching you’re not leading.”

Noel Tichy

3 things you can count on: You will....

1. Be challenged
2. Face adversities
3. Be a problem solver

Action Steps: Session #2

Continue the Process of Studying Leadership

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- Take the leadership skills Gary discussed today .. and apply them this week...be proactive about becoming a leader.
- Think about your “teachable points of view” ...do you have some? are they inspiring? Are you teaching them so others can develop into leaders? Write them out and decide how best to teach them to your team.
- Take a leader to lunch...invite someone you admire and respect for their leadership qualities and ask them to lunch. Have a conversation with them about leadership and how and why they do things that they do as a leader.
- June is a pivotal month for obtaining maximum Trip Points for First new generation leaders ..Be sure each of your distributors and leaders has a 2000 PV plan for June ...or a 90-day plan to advance to their next rank.

