

- Smoothie Workshops
- Home Cleaning Workshop
- Youth Skin Care Workshop
- Healthy Happy Hour

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BetterFuture.Training/yourname
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Call to tell them about Shaklee birthday month program or Loyalty Rewards

For Birthday month

- \$100 order
- On autoship
- Receive free surprise

Loyalty Rewards

Benefits of monthly autoship
Of \$100

Strategies --

- Always place an order of some size
- To avoid losing points and %

Angie

CONNECTING SCRIPTS

Pam talking vs texting

ON THE PHONE--

- “Hey Mary! I’m just checking in to see how things are going. How are you guys navigating this whole Shelter at Home thing?”
STOP AND LISTEN! If appropriate...move to the invite script.

TEXT/EMAIL/FB MESSENGER---

- “Hey, Sue. It’s been a while since we have chatted. Do you have time for a phone call this afternoon? What time works best for you? I’d love to catch up!”
- “Hey, Julie. How are things going? How are you managing e-learning these days? I’d love to catch up sometime. Are you free later today?”

INVITING SCRIPTS

"Hi Susie. It's so great to hear your voice again! I don't know if this would be of interest to you or not ... But maybe you might like to look at starting a home business like I'm doing ...

I know people who develop home businesses and the extra income really comes in handy. Even an extra \$300-550 per month can really make a difference. It's very rewarding and so flexible!"

"Hi Joy, this is Lisa. I remember you mentioning that you are working on saving for your retirement, and I thought of you and wondered how that is going ... Tell me about that.

We have an online presentation tomorrow night that might be of interest to you. The Chairman of my company will be presenting a Stimulus Plan to help people earn some much needed income over these coming weeks.

I have a feeling you might find the information of value. The event will last about 30 minutes. Would you like me to send you the link?"

INVITING SCRIPTS -- continued

Hey, Janet. How are you? I'm calling to see if you are aware that Shaklee has launched a stimulus plan that allows people to earn \$1000.

Do you need to know about that?

Hi Lisa. I'm calling to let you know that you'll be receiving a cash bonus from Shaklee. If you are on direct deposit, the money has already been sent to your bank account.

If not, you'll be getting a check in a few days. Would you like to receive another check like that next month? I'd like to talk to you about what it would take to earn that amount of money again next month and maybe even more....

INVITING SCRIPTS (con't)

Hi Dana. How are you? I'm calling because I just received my monthly bonus check from Shaklee and I see that you will also be receiving a bonus check this month.

If you are on direct deposit, the money has already been deposited into your bank account. If not, you'll be getting a check in a few days. Would you like to receive another check like that next month?

I'd love to talk to you about what it would take to earn that amount of money again, next month, and maybe even more....

FOLLOW-UP SCRIPTS

“ I was thinking about our conversation last week. I just received notice about a special event on starting a home business ... and wanted to ask if you have ever thought of working from your home?

 If I were to send you some information... would you consider it and let me know by tomorrow, if you can attend?”

 “If you would like to know more about the business, I’d be happy to set up a 3-way call with my upline, Becky.

 She is an amazing teacher and very successful in Shaklee. She could tell you more about how all of this works and can answer any questions you might have.”

90 Day Rank Advancement Plan



Shaklee Stimulus Plan 2020
To create
Lifelong Customers and Business Partners

Training Team This Week – 90 Days to Advance in Rank



Pam Cary
Senior Executive
Coordinator



Angie Thomas
Senior Director

A \$25 Million Stimulus Plan has been set before us
... with a 90 Day Window ...
This week we focus on identifying our next
business partners.

Objective of these 8 weeks ...
to help EVERY business
partner attending advance in
rank, starting with Director .



Senior Master
Coordinator
Jeanne Toovell



Senior Master
Coordinator
Barbara Lagoni

jeanne

Story -- The Defining Moment

Barb's Story

In 1990 .. The foundation for becoming a Master Coordinator was created.

- Someone believed in me before I could believe in myself
- I learned the power of goal-setting and visualization and personal development to awaken the leader within that I didn't know was there

So I started by doing the internal work .. The head stuff....

- Then – **I trusted the process...** and the Universe .. And Let Go and Let God.. **That I would meet the people I was intended to meet .**
- And that's the year I met .. Kay and Richard Beers, Dawn and Jim Yunker, Lanee and Bill Proctor, Margaret Trost

Our prediction –

This Short Term Shaklee Stimulus Plan is about to Build
the Foundation for Your Life-Long Organization & Financial Security

Your leaders are coming ... And they are coming now
This session we want to help us all prepare ...

how to find them .. and what to do when they do.

jeanne

This is now YOUR defining moment

Our Objectives –

- To help all of us qualify for the \$20 K Reward in 2020 for advancing in rank
- To help everyone participate in the \$1000 Stimulus
- Review dialogue and approaches regarding product packages and how to move in conversation from solving first their health needs ...then discussing referrals, etc
- Review dialogue for approaching people we admire and would like to work with
- **To help everyone SET YOUR NEXT RANK GOAL ...** and then create a 90 Day Plan to Advance in Rank ... and assemble a business team of high-performing leaders.

To advance in rank **begins with inviting people to join us.**

Now is the easiest time to have a conversation about the security of home businesses.
And those now working from home get to see how nice that is.

As always, some will join us because they need additional income currently ...

But there are lots of other reasons .. Including creating financial security for the future
Or liking to be part of a wellness company whose products and expertise are so needed
Or experiencing the fun & convenience & flexibility of working from home... etc

There are skills needed to develop a business .. Even to qualify for a Stimulus Plan is going to require people skills, good work ethic, and openness to learning.

The stronger the skills level and the circle of influence of the people we invite to join our teams now, the more folks who can be reached .

pam

Creating a 90 Day Plan right now could create the foundation of an organization that will thrive for decades to come.

Where to start...

With our thinking --

angie

If you are not at the next rank in your head..

You are not going to be at the next rank.

Visualize –

- the team of leaders you are assembling
- conducting meetings and events together
- attending Global Conference together
- your name in the newsletter .. and the list of all your leaders beside it
- Jeanne – practiced her speech when she would become a Master

See yourself feeling comfortable in **conversation** ... live, ear-to-ear conversation

Then We Want toPolish Up Our Inviting Skills

Week 2 **Inviting** –

- **Relationships** are built when there is **common experience** or interest ...

With Covid-19 .. We ALL have a common goal to stay well and help get the economy back on its feet, staying connected.

- Connection occurs when we learn to discuss in CONVERSATION – the “ why of it “ and not the “ what of it”

Difficult to convey via text

angie

There are 2 ways to identify business partners.

Approach them directly

CALL –

- Share why you want to speak with them about your business.
- Why you want to assemble a team of people to join you in teaching others about wellness and prevention .. especially now
- Why you admire them
- Not sure if of interest to them or not
- Then just ask them to take a look

Create ways to meet people

- Create events and activities
- Offer incentives for people attending.... And people who invite others... and for referrals.
- Set up 3 way health calls
- Create Wellness Challenges with pay-to-enter and cash prizes

The Business Conversation

Not always necessary to have formal business presentation

- Mostly people join us because they hear our story,
- and how we feel about our business and its benefits ...
- and why we would be honored to have them join our teams.

Then we simply ask them if they would like to take a look.

This is how our process begins... finding wonderful people

Massive Shaklee organizations are built on only 3 - 4 strong deep legs of leaders.

Quality over Quantity

jeanne

Work on telephone and communication skills every day.

Challenges We Could Encounter when reaching out

Angie

Lot of goodness happening

Lots of acts of kindness, gratitude, generosity, care and appreciation for the first responders, and family, etc.

- People feeling stressed about job insecurity
- Moms feeling overwhelmed with home schooling
- Anxiety about Pandemic
- Loneliness and isolation

Responding to Challenges/Concerns

Our job is always to be an advocate for them & solve problems

- Allow people to “ empty their bucket “ .. And just receive..
Even ask “ is there anything else?”

Accept full responsibility ... Let go of our need to be right ..
Apologize for offending even if unintentional . When there is a
problem --- Give explanations .. not excuses (back orders)

Then we offer some possible solutions (3 options) (Jeanne's example)

Could I just put my Shaklee hat on for a minute? or
I'm working on Shaklee right now and came across your name ..

B & J

The Conversation

Empathy – putting ourselves in another’s shoes .
“What would I want to hear if I were in their place?”

How are you managing?



pam

How are you keeping your immune system strong?

Discuss appropriate products, Shaklee standards and back orders.

If \$ is tight, offer our budget products... and referrals ...



Who do you know who might be at higher risk?

-- over 65 .. Parents ?, grandparents? , people working in medical, grocery, essential businesses, health issues, etc .. Now we are learning – people overweight/ diabetes/ high blood pressure, especially vulnerable.



Contact and Follow up

*Through referrals, they are
experiencing the business*

Leaving Messages

I am calling to tell you about 3 things:

- First to check in and see how you are doing
- Second to see how you are keeping your immune system strong ... and if you need any information for that
- And last, to see if you or someone you know may be looking for some additional income right now .. Shaklee just announced a special Stimulus Plan for that.
- OH .. And one more thing .. -- I wanted to ask you when your birthday is as Shaklee will be giving you a free product when you place an order during your birthday month.

pam

Product Collections

For Immunity

Nutriferon

Vita C

Optiflora

Garlic

Immunity Formula I

Zinc

Vita D

For Stress

Stress Relief Complex

B Complex

OsteoMatrix

Health on a Budget

Vita Lea

Immunity Formula I

Optiflora Pearl

Good Place to Start

The Prove It Challenge
with Cleanse

Or

The Prove It Challenge
for Immunity

Barb/angie

Shaklee Stimulus Plan

\$1000 Guaranteed Income

Every New Distributor who joins after March 1, 2020 is eligible for \$1,000 earnings guarantee if they:

- 9 – Sponsor 9 new Preferred Members or Distributors with the purchase of any Challenge pack [**Prove It Challenge™** or **Immunity Challenge Pack.**]
 - 3 – Sponsor **3 new Distributors** with any Challenge Pack
 - 3 – Guide **3** new Prove It Challenge Members to place a **second order of \$100** or more
- Do these activities in join month + 3 and Shaklee will top up their earnings to \$1,000.

AND... SO IS EVERYBODY ELSE

barb



Strategies for Stimulus Plan \$1000 Reward -- understand 9+3+3

Requirement #1 -- Sponsor 9 new members with one of the Prove It Kits

BUT If the Prove It Kit isn't best for them ...

- **Option #2** – Sponsor with \$150 order (free membership and free shipping) but no credit toward Stimulus, but a happy customer.
- **Option #3** – Sponsor with \$150 as **a distributor** for \$25 barb
Benefits of Distributor –
 - free shipping (all shipping dollars convert to free product points)
 - autoship discounts
 - ability to earn bonuses and Prove It Challenge rewards
- **Option #4** -- Sponsor with either of the Prove It Challenge Kits for \$159 and invite 3 friends to start on the Challenge = Receive \$150 in Prove It Bonus

Stimulus Plan Strategies continued (9+3+3)

Qualification #2 –

- **Sponsor 3 new Distributors** with Prove It Kit or \$150 order & \$25 (half price join fee)
- Or Upgrade current member with a \$150 order and \$25

Qualification #3

- Follow up with good customer service with all 9 new Prove It members and help **3** of them create a **second order of \$100**

barb

Prepare – Be ready

What will you do when they say yes... they would like to take a look

- We will be bringing in dozens of new members and distributors
- Review materials and the ways you will expose people to all the aspects of Shaklee .. The products, the science, the company, the philosophy and the people – in order to guide new distributors along--
from just being interested ... to being committed
- Review Week 1 – Getting New Distributors Started.

Betterfuture.training/your name

angie



How many business partners do you want to find
in the next 90 days ?

**A GOAL
WITHOUT
A PLAN
IS JUST
A WISH**

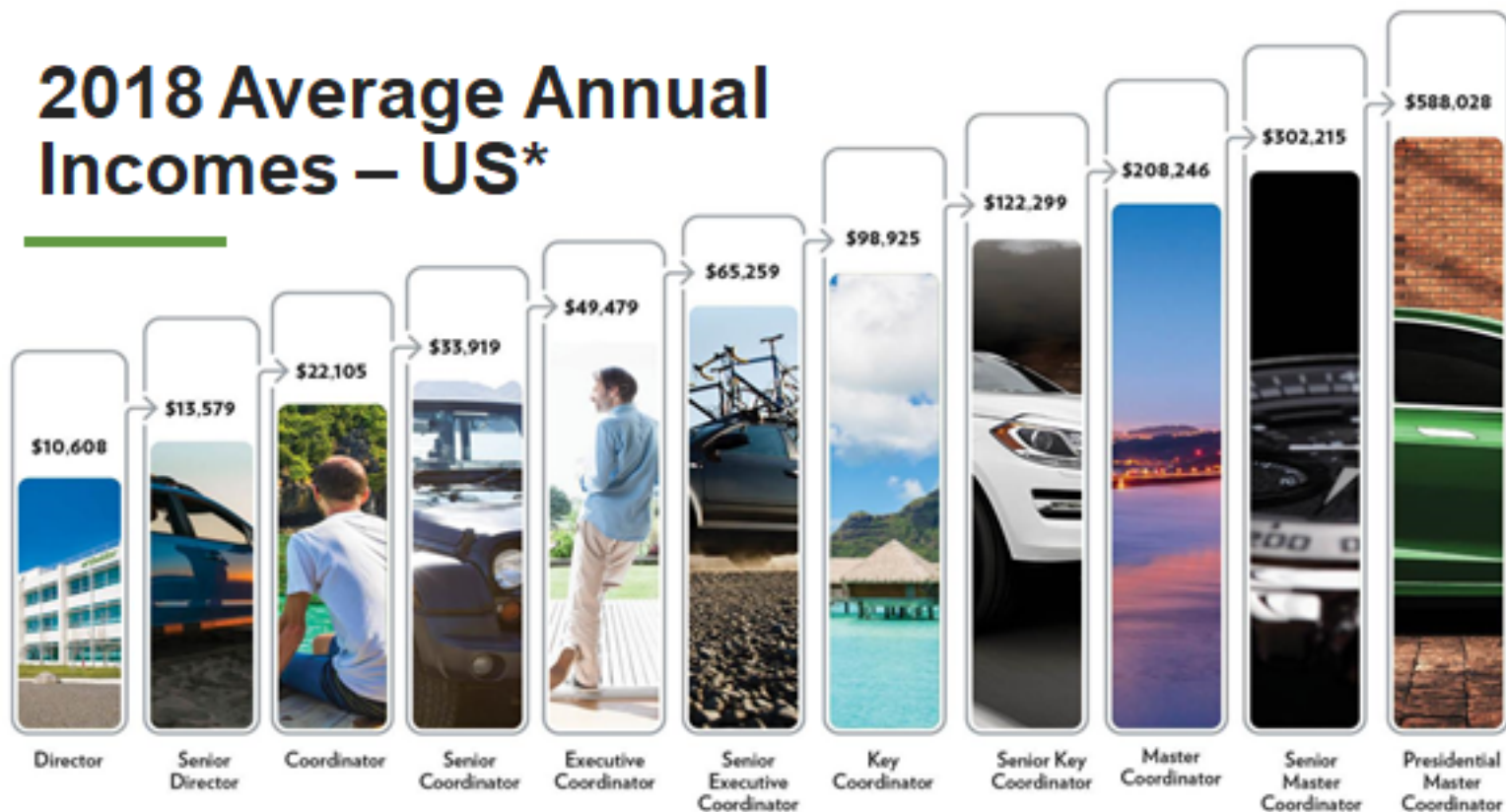
angie

Review \$20,000 in 2020 schedule of pay outs

Senior Director	\$1000 (develop 1 new Director)
Coordinator	\$3000 (develop 2 1 st level Directors)
Senior Coordinator	\$6000 (2 1 st levels + 10,000 OV)
Executive Coordinator	\$10,000 (3 1 st levels + 20,000 OV)
Senior Executive Coordinator	\$12,000 (3 1 st levels + 30,000 OV)
Key Coordinator	\$20,000 (4 1 st levels + 50,000 OV)
Senior Key Coordinator	\$20,000 (5 1 st levels + 75,000 OV)
Master Coordinator	\$20,000 (6 1 st levels + 100,000 OV)

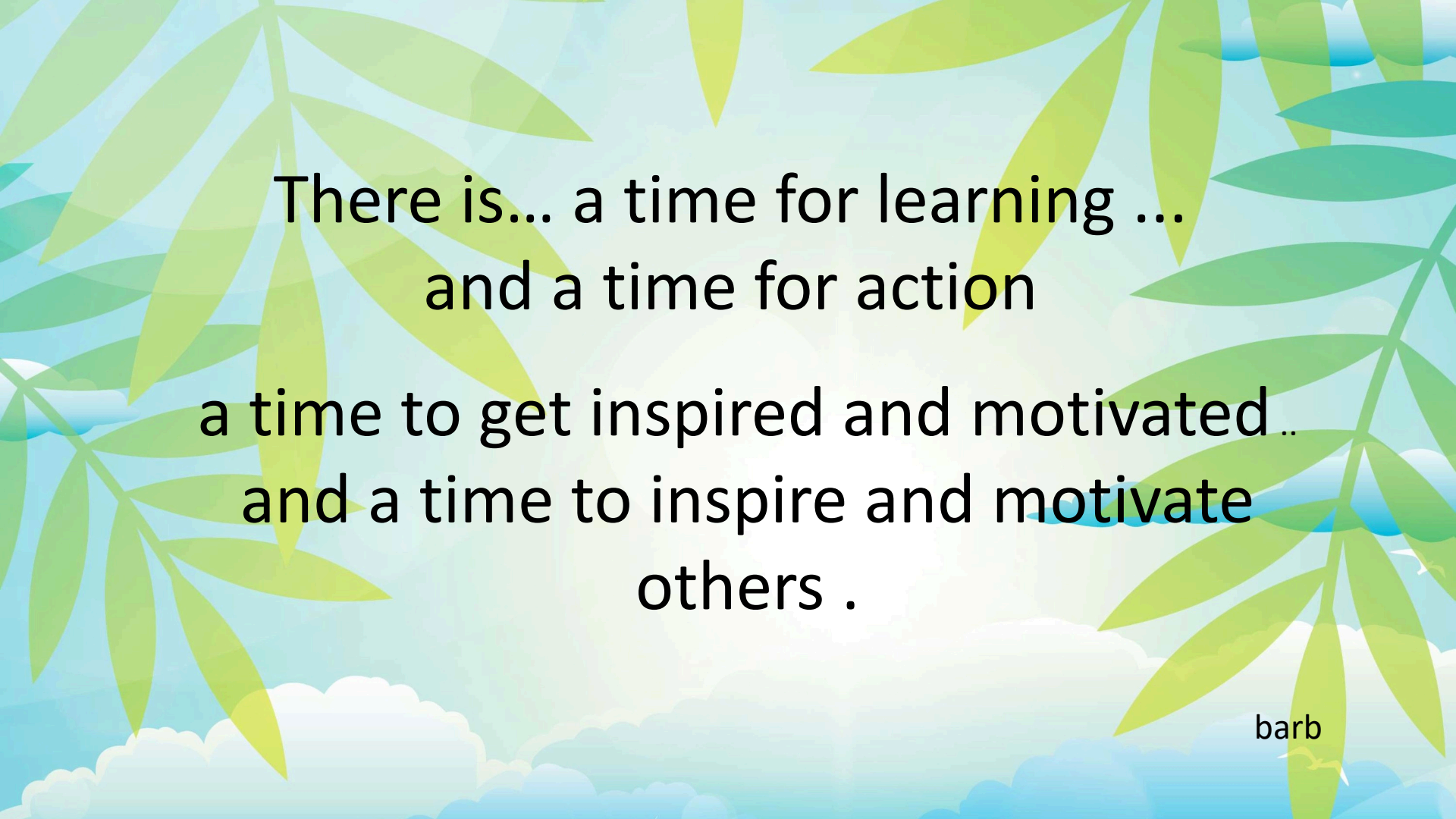
jeanne

2018 Average Annual Incomes – US*



*Average annual income is based on the monthly amounts reported on Form 1099-MISC for all Business Leaders that rank. The sum of these monthly averages is the figure reported in the income disclosure statement. Results will vary with effort. Shaklee Corporation does not guarantee that any particular income level will be achieved.

jeanne



There is... a time for learning ...
and a time for action
a time to get inspired and motivated..
and a time to inspire and motivate
others .

Action Steps – Rank Advancement Plan

- Make a list of people to contact directly
- Create your bullet points of what to say .. and what to ask
- Visualize those **conversations in your mind before calling**
- Clear your calendar for 90 days ... And begin...

**The launch of the next phase
of your Shaklee business!**

Action Steps continued

- Update or create your system for getting a new distributor started ..
With launch events, etc
- Create your Follow Up SYSTEM for new members with New Member Benefits Appointments to educate your 9 new members (Stimulus qualification) see Session 4 Servicing Customers BetterFuture.training/your name
- Invite them to events and to be part of our community
- Utilize the excellent new FB groups from Shaklee ...**Work From Anywhere** Shaklee Face Book group.. **Ask permission FIRST before inviting guests** to hear Roger Barnett 15-minute Shaklee Stimulus Plan Presentation and more.

Join the new Shaklee FaceBook groups and invite our members and distributors :

Staying Healthy@Home: <https://www.facebook.com/groups/stayinghealthyathome/>

Staying Healthy@Home: to be part of a positive community dedicated to helping us all live healthy and happy at home during this challenging time;

Work from Anywhere: <https://www.facebook.com/groups/WFAShaklee/>

Work from Anywhere: to learn more about the Shaklee Stimulus Plan and how to get started.



THE SHAKLEE STIMULUS — PLAN —

\$1,000 in Guaranteed Income

\$25 Daily Pay with the Immunity Challenge
Pack--

\$159 for new people. Includes Free Shipping.
Same bonuses paid as the Prove It Challenge™

50% Check Match

New Distributors Join for \$25

20K in 2020 Incentive

Wellness for All. Work from Anywhere Campaign

50% check match to you –
for first 3 months of earnings of your NEW Distributors

We also want to reward you when you help new people get started with Shaklee!

Earn a 50% check match on the commissions of new Distributors you personally sponsor between now and the end of June 30, 2020.

50% check match on first three months' earnings of your newly sponsored Distributors.

There are no limits to the number of new distributors you can earn on.

Up to \$500 per new distributor on the check that Shaklee sends.

\$250 to Distributors Sponsored BEFORE March 1

- Upgrades need to be accompanied by a \$150 order to participate

Letter .. Or invitation

A Day in the Life of a Shaklee Distributor

- 3.5 years ago I was nervous, scared and had no idea what the next few years would hold when I began a home business. I was worried I wouldn't have the time or the experience to grow a business. I was looking for something with flexibility and greater freedom for our family.
- Fast Forward to now and I can tell you I am extremely thankful I gave it a try! The community of like-minded, encouraging, people is not something you find everyday.
- I am asked frequently what I do? Because of this I am hosting a Facebook event to learn more about what Shaklee could do for you on Monday night. If you have ever been curious why we all love what we get to do come take a sneak peak on Facebook!

The need has come to our doorstep .. A greater calling

- Unique responsibility b/c of Shaklee expertise in wellness and immunity and health .. To offer to a world in great need of
 - Our products
 - Our business model .. Income options
 - Our community and support in a time of high anxiety and stress