



Christine Cropper

Weekly Team Discussion After Training Calls

- Nancy -- 500 PGV Month 1 1000 PGV Month 2
 - Set up Grand Opening online
 - Making invitations to FB Event on Building Your Immunity
 - individual appointments and 3 way calls
 - Reviewing asking permission to send an invitation and personal phone calls & voice messages)
- Janna -- Director ... goal .. Generate 1000 new PGV
 - Prove It Challenge
 - Social Media
 - Promoting Special Offer

Liz Sepich -- Power of Live Conversation



Ex. #1 --Face Book messaging with a prospective customer
--Sent samples
--Suggested Prove It Challenge
-- She responded with no .. I'll just buy 2 Vitalizers
to reach \$150 and free membership.

THEN .. She paused .. And thought .. I need her credit card information . **I'll CALL HER !!!**
She explained the Prove It Challenge ... and customer agreed!

Benefits of Direct Telephone Conversation

- **Advocate for the customer** .. Paying attention to the “ deals” and pointing them out so she would benefit .
- Offered a **deal** ..
- Opportunity to **teach them about products** they haven't used.
- Builds relationship

Example #2 – current customer –texted Liz ... buys Increditives every other month ...

Texted ..Are you Ready to try Women's Vita Lea and Vita D .. Response yes ..(\$80)

THEN SHE CALLED HER -- **offered her a deal** .. With \$150 order free Defend and Resist .. Anything you've been wanting to try ..made suggestions ..

Ordered products for husband, etc **doubled her order** .



Week #3 8 Weeks to Director March 5, 2020
Time for Some Inside Work

Goal Setting, Self Talk and Brain Biology

Review of Week 1 and 2

- Week 1, we explored **why** we want to develop a Shaklee business... what it will mean for us .. and our families . And what it will mean for others ..
- We made a **list** of people with whom to want to share Shaklee products .. And / or business benefits.
- Then last week we learned the gentle art of **inviting** ... of creating connection .. and building relationships.
- We began **scheduling events** and reviewed a variety of word tracks to help us generate **our first 1000 PGV**.
- NOW before we go any further, we want to learn how to **set goals**, how to **monitor our self talk** .. and learn how powerfully our thinking and self concept influences our success.
- Why this discussion now ... Jeanne

Training Team for Week 3 – Goals, Self Talk and Biology of the Brain

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



Francine Roling
Senior
Coordinator



Angie Thomas
Senior Director

barb



Senior Master
Coordinator
Jeanne Toovell



Senior Master
Coordinator
Barbara Lagoni

Francine's Story – Masters Degree School Psychology



Changing my thinking/building belief/personal development is the reason my business took off.

For 15 years, I was trying not to fail instead of running toward success!

I was caught up in comparison instead of focusing on my strengths.

I always had amazing upline.

I always had access to the best coaching.

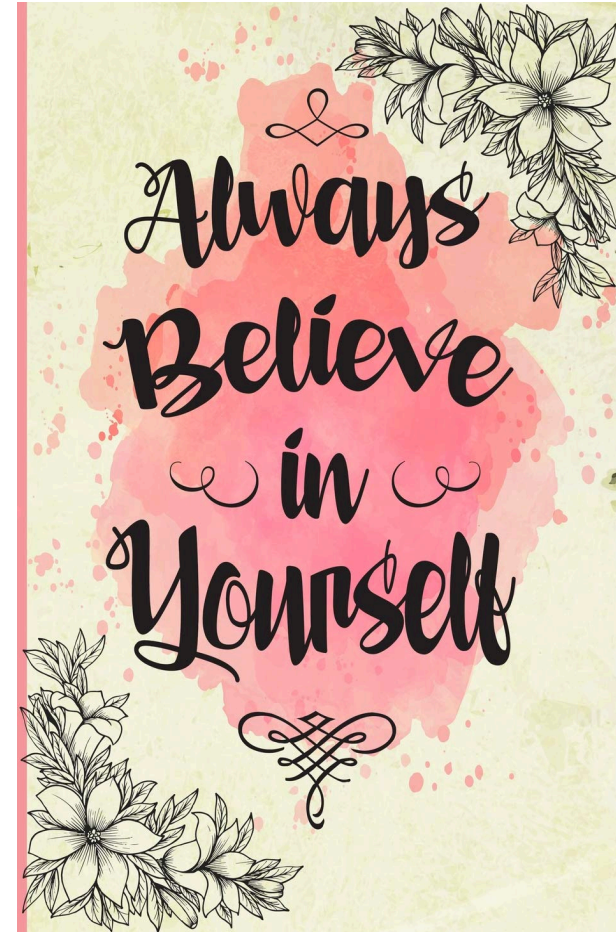
Products...no worries there.

It was me. I had to change my thinking to believe in what was possible.

Objectives Week 3

- Understand the simple steps of goal setting,
- Why goal setting activates the creative part of our brain and naturally creates energy and drive.
- To understand Self Talk – how just a few tweaks in our thinking can support us in reaching our goals .. or sabotage our efforts.
- To understand the fascinating science of the mind .. And how to use our Creative Subconscious to achieve our goals

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Here – You get to DREAM



Debt free

College funds



Dream House



Financial Freedom



Luxury Travel



Family Time



Car Payments

What do you want ...

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Now We Set Specific Goals to Get Us to Our Dreams

Goals create a track to run on ...

Write down ... right now

- What rank and by when (goals must be specific)?
- What income?
- What trips and special incentives
- How large an organization?

Set up a planning session to create your plan to reach the goals

- How many phone calls / day, or a week?
- How many appointments, conference calls, events virtual or in-person, 3 way calls, Health Chats/week?
- How many new members /week/ month?
- PV goal per week/ per month?

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GOAL SETTING

S

PECIFIC

M

EASURABLE

A

TTAINABLE

R

ELEVANT

T

IMELY



Within the brain are 3 compartments

Conscious – awareness of what is happening around us.
5% influences daily behavior.

Sub- conscious – records everything .. especially those events that happen with the most emotion .. good and, unfortunately and especially, bad .
It defines our self image. 95 % of daily behavior directed from here.

Creative Sub- Conscience–

- The problem solving brain !
- Maintains sanity
- Creates drive and energy

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Let's begin by looking at the Creative Sub Conscious..

First role of The Creative Subconscious is ...Problem Solving

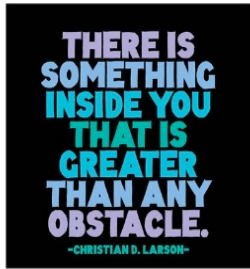
All the Creative Subconscious wants to do is **solve problems** (goals).

If there is no “problem” to solve, no energy is generated and no progress is made. .. That's the effect of goal setting ..

In order to create movement, we want to “create a clear picture of the problem or goal ” (ie, developing a strong new Director ... or 2) and the Creative Subconscious will fix it.

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The Creative Subconscious and “Maintaining Sanity”



Each of us knows better than anyone else how we truly are, don't we?

- Well the Creative Subconscious will make sure that we behave the way we know we are.
- It looks at our present self-image and makes sure that our actions match it.

For instance,.

If we believe we are a 2000 PV Director .. Guess what happens if we accidentally generate 2500 one month ... Our Creative Subconscious will make sure we don't make that "mistake" again .. Next month .. We'll slow down

To increase PGV... leave notes all over the house! “
I generate 5000 PGV effortlessly”

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Begin by Asking Your Brain How To Help You Reach Your Goals— Open the RAS

The filter in your brain, called the Reticular Activating System (RAS) brings into your awareness information that is important to you and filters out the rest.

Ask... How can I get to know more people?

How can I find my next business partners?

Who is the person I want to become to attract high performing, enthusiastic, outgoing, caring people to my team?

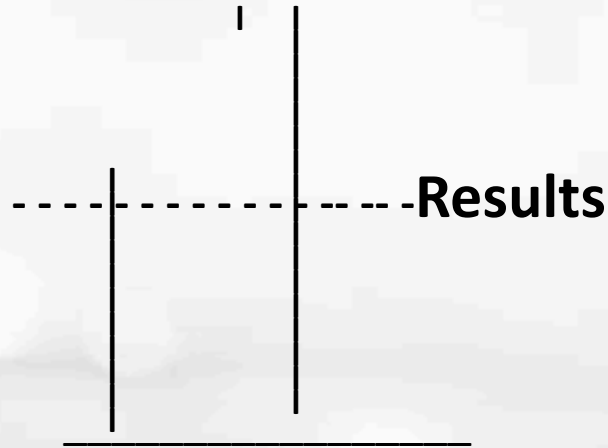
**These questions open our RAS to solve
questions & problems for us.**

(yes.. The answers really do lie within)

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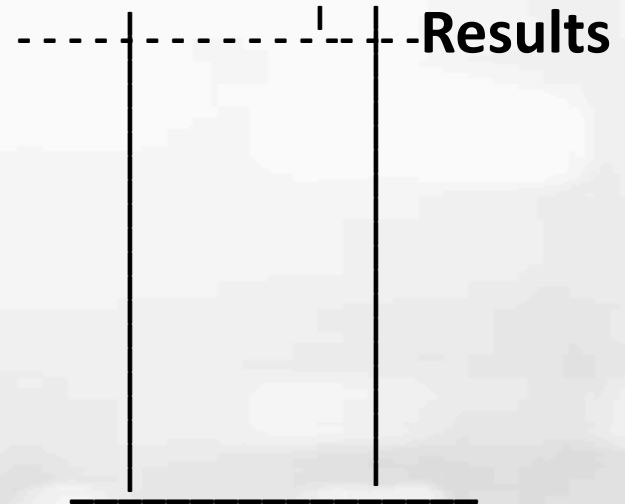


We will never outperform our self image



Self image

Activity



Self image

Activity

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If you think you can ...

Or

You think you can't ...

You are right.

Angie

"Our subconscious minds have no sense of humor, play no jokes and cannot tell the difference between reality and an imagined thought or image. What we continually think about eventually will manifest in our lives."
~Robert Collier

Live Life Fully
AbundanceTapestry.com

And that is
why we
write
affirmations

And visualize
what we
want to
create.

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**WHATEVER WE PLANT IN
OUR SUBCONSCIOUS MIND
AND NOURISH WITH
REPETITION AND EMOTION
WILL ONE DAY BECOME A
REALITY.**

EARL NIGHTINGALE

That's the power of
WRITING affirmations
(to reprogram any
subconscious negative
messages)

And REPEATING Affirmations

And VISUALIZING how we
want our life to look .. Or
our phone call, or our
conversation ...or our
meeting , etc

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**Your mind is
a powerful thing.
When you fill it
with positive
thoughts,
your life will
start to change.**

How would the person I'd like to be ...
do the thing I am about to do?

I like myself. I like myself. I like myself. (Brian Tracy)

I look for the good in others.

It feels good to be a Senior Coordinator
(or whatever rank you are aiming for
whatever rank you can see)

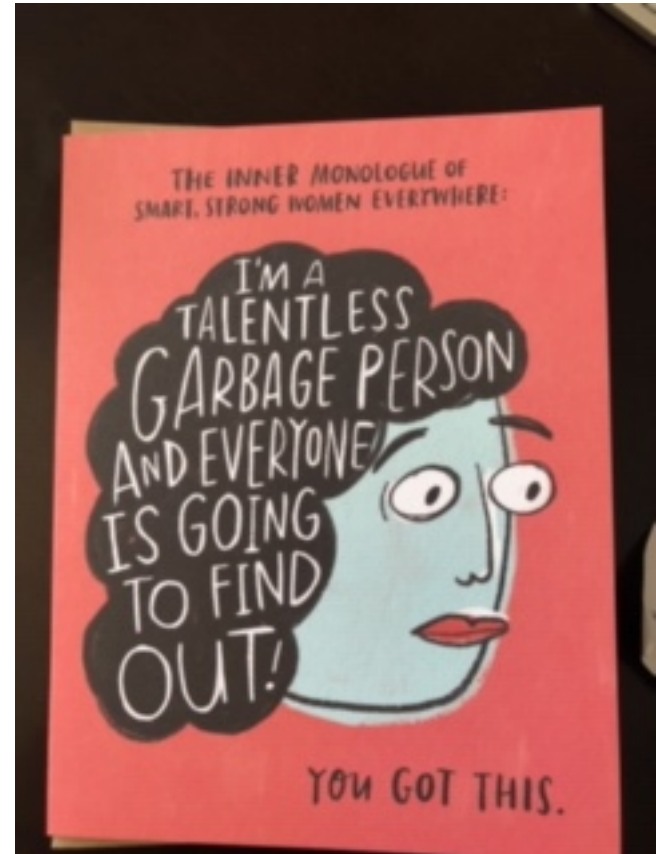
What I think about, I bring about.

It is easy to set up 4 events a month.
People are eager to hear what I have to share.

I love people where they are... without judgment.

There is plenty of time ... for work, Shaklee, family,
personal time, fitness. angie

- Angie affirmations



A close-up photograph showing a person's hand holding a small, rectangular white piece of paper. The paper has the handwritten text "I can't do it" in a bold, black, sans-serif font. A pair of blue-handled scissors is positioned to cut through the paper, with the blades already partially inserted. The background is a soft, out-of-focus light beige color.

I can't
do it

Monitor Our Self Talk ---

Negative Self Talk Closes the RAS thus Possibilities

Examples...

People don't ever come to my meetings

I can't find leaders

Why does everything (bad) always happen to me?

Why can't I ever get ahead?

I don't know anybody.

I've run out of people.

I don't have enough time.

I'm too busy.

I'm not good at this

I can't sell.

Such questions simply
reinforce negative
self-image...

**AND WE WILL NEVER
OUT-PERFORM OUR
SELF IMAGE**

angie

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Results Are Driven By Our Behaviors

Behaviors must change to produce different results.

A shift in our mindset is necessary for behaviors to change

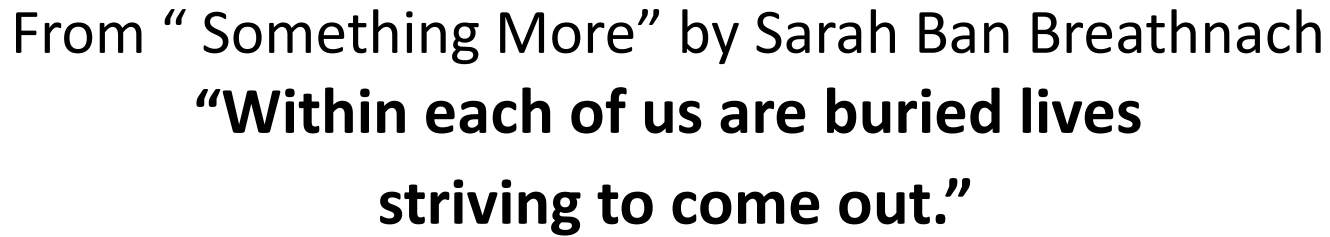
- Replace the old negative self talk, memories, criticisms, failures, disappointments ... with positive images and visions of us achieving our dreams.
- Recognize where we are: IN our way ... or ON our way.
- Then we develop the habits ... the new behaviors .. That will give us different more desirable results.

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WHAT IF ~~I fail~~ I excel?

WHAT IF ~~I lose~~ I win?

WHAT IF ~~I change~~ I grow?



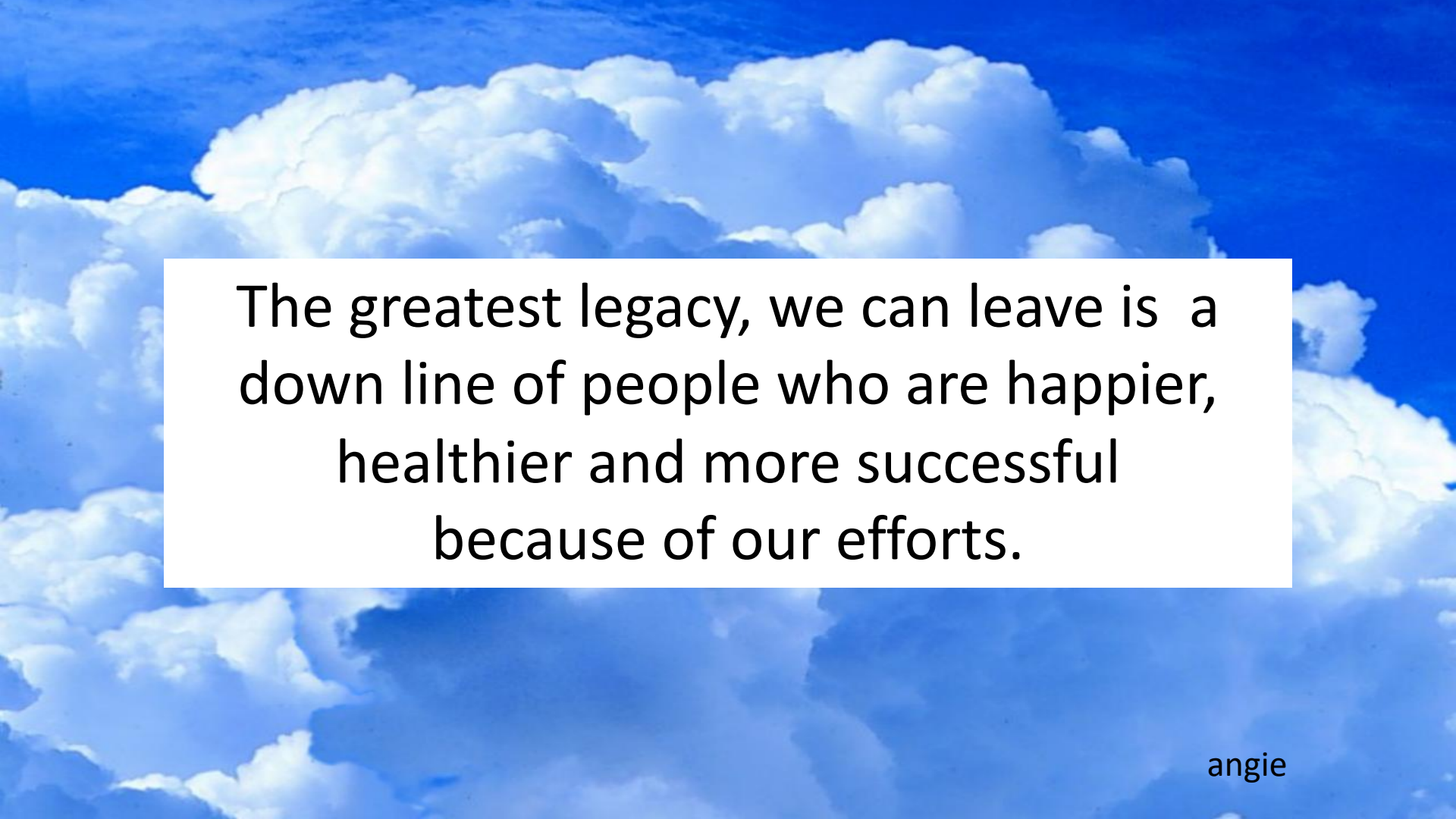
From “ Something More” by Sarah Ban Breathnach
**“Within each of us are buried lives
striving to come out.”**

Quotes from Something More .. Sarah Ban Breathnach

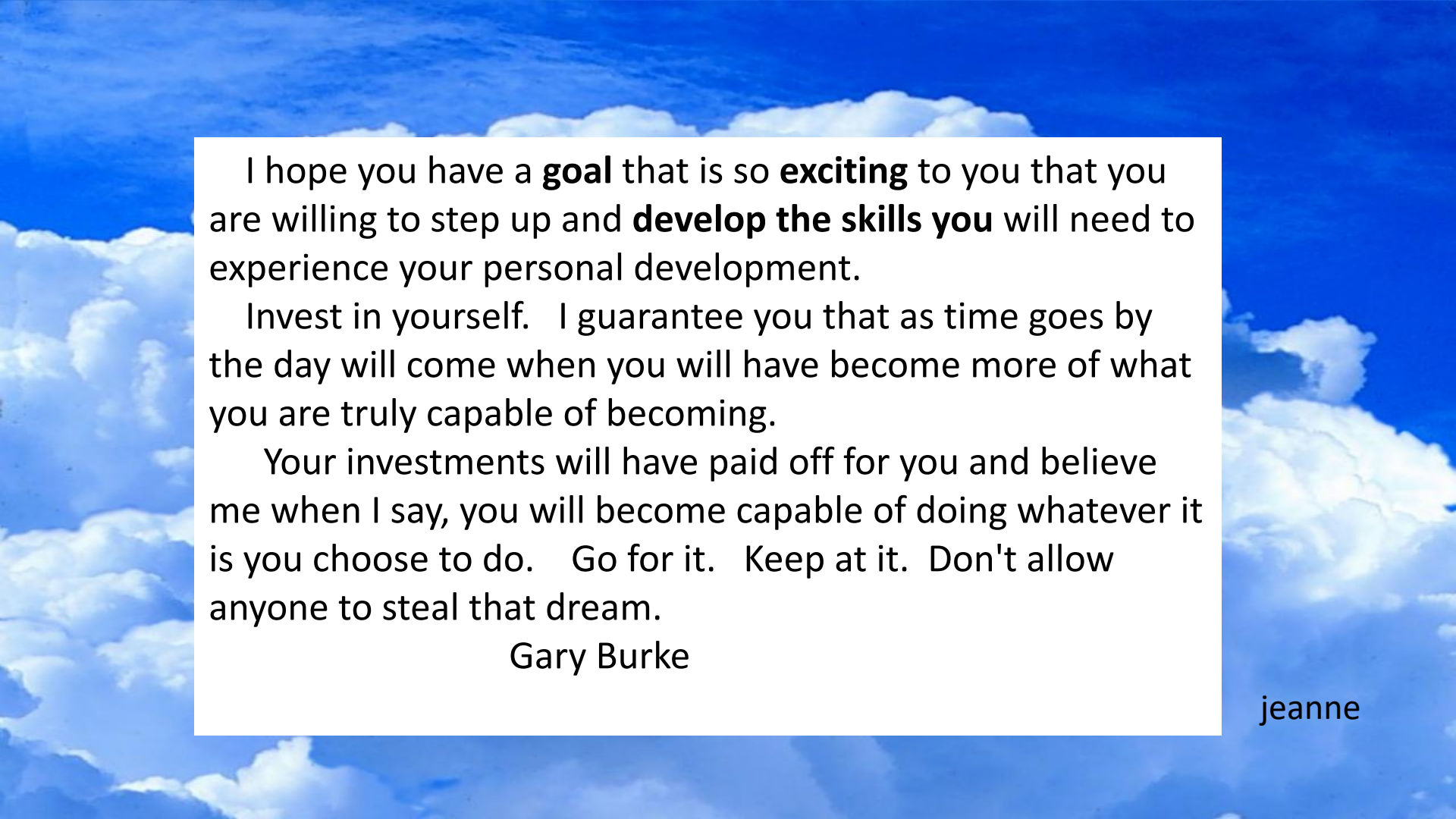
“ I wish I had known from the beginning that I was born a strong woman. What a difference it would have made.

I wish that I had known I was a courageous woman. I have spent so much of my life cowering. How many conversations would I not only have started ... but finished..if I had known I possessed a warrior's heart.

I wish I had known that I had been born to take on the world. I wouldn't have run FROM it for so long, but run TO it with open arms.” francine



The greatest legacy, we can leave is a
down line of people who are happier,
healthier and more successful
because of our efforts.



I hope you have a **goal** that is so **exciting** to you that you are willing to step up and **develop the skills you** will need to experience your personal development.

Invest in yourself. I guarantee you that as time goes by the day will come when you will have become more of what you are truly capable of becoming.

Your investments will have paid off for you and believe me when I say, you will become capable of doing whatever it is you choose to do. Go for it. Keep at it. Don't allow anyone to steal that dream.

Gary Burke

jeanne

Action Steps #3

- WRITE DOWN our goals .. Specific ... - rank? By when? etc
- Attach action steps to the goals.
- Create a written plan for developing 30 customers
- And identifying 3 business partners
- For 3 days .. Monitor our self talk ..
- Then write affirmations to change any negative self talk into supportive positive images.

The Daily High Five

- ☐ 1 social media post
- ☐ 5 new connections
- ☐ 5 invitations
- ☐ 5 follow-ups
- ☐ Repeat!

*Post a “high five” in the group
when you are done for the day!*

This is the year of leadership development ..

And we are being rewarded for :

- Finding people who like the idea of developing their own business .
- And teaching them how to build it.

francine

Skilling Up Modules Recommended This Week

Go to Personal Development section in [BetterFuture.Training/your_name](#)

Paycheck vs Profit Mentality

Charlene and Doug Fike

Self-Defeating Behaviors



Everything Is Not Going To Go Perfectly ...
Be OK With That .. We Will Learn Faster

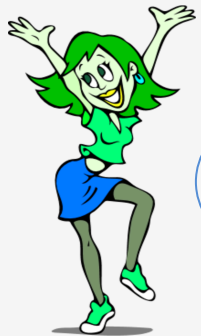


barb

Draw our organization

What if we set a goal to build COORDINATORS this year

- At Senior Director --- \$1000 from \$20K in 2020
- At Coordinator --- \$ 3000
- At Senior Coordinator -- \$ 6000



YOU
3000 - 4000 PV

Leader 1
3000 PV

Leader 2
3000 PV



So .. When do you want to
identify your business partners ?

Company's Vision (Self Image) for Decade

- To attract business leaders like a magnet
- To grow like bamboo!
- Known as the rock star of wellness and nutrition
- Including our self image of our industry



jeanne

Post call --- Discuss Team Up ... and Building Our Businesses

- The basics of our business is creating a list.... Creating events ...
- Closing with Prove It Challenge
- Close with \$150 free memberships

- Share our business story .. And why we want to build a Shaklee business ...

So points for Team Up ... doing the basics ...