



the jump
is so
frightening
between where
I am and where
I want to be...
because of all I may
become I will close
my eyes and leap!

Maryanne mbl Radmacher

Sample email and gift Zinc

Hi _____,

Thank you so much for your loyalty to Shaklee products. I've arranged for a special gift to be added to your next order.

Zinc is one of several excellent Shaklee products that help strengthen our immune systems (also for eyes, men's health, improves healing) ...

Shaklee has been inundated with orders as everyone is realizing how important it is to keep our immune systems strong so I apologize for any delays in back orders. especially for Nutriferon, Garlic, Immunity Formula I and Vita C (sustained release and chewable) ..

but go ahead and order them as they will fill the back orders first as soon as a new shipment comes in.

Please feel free to contact me any time .. 708-848-9393 It would be nice to catch up.

How to Meet New People on a Regular Basis ... NOW?

Purpose -- ideas and events **to build customers under our distributors**
And **to meet new people** and potential business partners

- Tovah
- Pam Cary – E-Learning Series
 - Earth Day Event
 - Self Care (Hand Wash, Hand & Body, YOUTH, shampoo meditation, music, etc)
 - Stress, Anxiety, Fear
 - Most critical nutrition for the family
- Angie --Healthy Happy Hour on Immunity
Wellness Challenge

8 Weeks To Director

Shaklee Business Training 2020



Creating the 2000 PV Plan

Week # 7
April 23, 2020

Training Team This Week – Creating the 2000 PV Plan

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



Pam Cary
Senior Executive
Coordinator



Angie Thomas
Senior Director



Senior Master
Coordinator
Jeanne Toovell



Senior Master
Coordinator
Barbara
Lagoni

jeanne

A \$25 Million Stimulus Plan has been set before us ...
with a 90 Day Window ...
It is time to learn how to create a specific plan...
because we don't reach our goals by luck ..
We reach them by working our plan every day for 90 days ..
The prize is worth it.

After We Learn Basic Skills of Inviting, Presenting, Closing, and Follow Up...we want to create:

1. A system to :
 - meet new people on a regular basis... especially now
 - educate members in the products and in wellness
 - to identify and train business partners
 - to work on ourselves ... personal development

2. Create a 2000 PGV Plan

Objectives for Week 7 -- Creating the 2000 PV Plan

- To understand the process of Creating a 2000 PV Plan ...

Starts with our VISION ...

Which leads to setting our SPECIFIC GOALS

And to bring those goals to reality requires

A PLAN

- To understand how important it is to WRITE DOWN A PLAN.
- To **learn how to create a plan** with our upline or mentor ...
So we can, in turn, help plan with our business partners. ...
keeping in mind the importance of **duplication** in all we do.

To Reach Director.. And Beyond

NOT -- “ Let’s just jump in .. Do a lot of activity .. Cross our fingers ... and see what happens ... or HOPE something happens.

INSTEAD – Once the goal is clear ...

- next rank
- PV goal
- income goal
- # of leaders on our business team.. etc

Then – We make a PLAN of exactly how we will achieve those goals

The Process That Leads to The Plan ..

Vision – What developing a Shaklee business means to us ..

Goals – That compelling reason now determines what goals we set ...

- long term (5 years from now)
- short term (90 days from now)
- working goals -- and this month

Pace -- How much time we devote directly relates to how fast we will grow.
(benefit of clearing the calendar and blitz) 80% spent with people contact .

Plan -- Now we create the path to reach our goals ... starting with 2 plans ..

The 2000 PV Plan And The Weekly Working Plan

pam

We Begin by Creating a 2000 PV Plan

- Meet with upline or mentor to create a 2000 PV Plan that becomes our road map to Director.

**Important for our minds to see
activities needed to generate 2000 PV.**

- Estimate PV generated from each activity
- And keep listing activities until it adds up to 2000 !

**NOW YOU CAN SEE EXACTLY
HOW YOU WILL GET TO DIRECTOR!**

angie

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

We will use this
technique to develop
Associates and
Directors as we build
our teams.

Weekly Working Plan and Daily Activity

Now we attach names and dates to activities

- Now we choose the activities that will get us to our monthly goal – add to calendar.
- Clear the decks if possible and do a blitz of activities ..
 - Greatly enhances our learning curve. .
 - Builds customer and distributor base quickly.
- Caution – There will be a tendency to keep busy with non-people contact activities ..
 - So BEFORE you...
 - ... straighten up your desk .. make the beds ... water the plants...
 - ... check Face Book.. Emails.. Instagram... text messages ..

FIRST and most IMPORTANT ACTIVITY of all ..
Contact the people on your list and
invite them to your scheduled events ..

Some of Our Most Effective Activities & Events

- Individual appointments
- Health Chats
- Video Conference calls (Zoom)
- In-home and virtual events
- FaceBook events/groups
- 3-way call
- Area, Regional and Global events

Now we will attach
estimated PV to these
activities

For most events that we will be conducting, we will want to include ...
no matter what the primary topic ...

Our story
Shaklee products and science
Shaklee Difference
Business benefits

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2000 PV Power Plan

Earth Day Zoom with gift for attending
(Get Clean Kit + Get Clean Water Pitcher --

$5 \times 50 \text{ PV} = 250 \text{ PV}$

\$160 so free membership and free shipping)

Corona Virus Checking in Phone Calls

5 calls X Prove It Challenges 100 PV = 500 PV

5 calls X Family Immune packages (50) = 250 PV

Immunity Health Chat with gift for attending

5 people X 100 PV = 500 PV

2 Business Launch Events

5 attending X 100 PV = 500 PV

500 PV

2000 PGV !!!

2000 PV

 Shuklee

pam
 Live
2015

Now Attach Names to the Events

Ex. Healthy Happy Hour (4 to 5 attending) 250 PV

- Which means inviting 10 to 12
- Be clear about benefits for attending
- Topics to be discussed
- Create incentive for bringing friends ... \$10 off next order for every friend
- Multiple touches .. Text, phone call, FB message,

angie

Follow up ... Servicing ... Next Steps

After the event is over.. **Whether they attend or not...**

There is work to be done ..

- If didn't attend – let them know you missed them,
inquire if there is interest,
invite to next one,
or make individual appointment or send material with permission..
And follow up again.
- If did attend – if they became members and ordered ...
 - Then begin new member process (benefits appointment, etc).
 - If no order yet, call to answer questions and help them place their order.
- Continue to introduce them to additional aspects of Shaklee and Shaklee products.
See Session on Servicing Customers 8 Wks to Director BetterFuture.training/your name

Product Collection –Nutrients to Strengthen Immune System

For Adults who can swallow pills

Vita C	16.65 PV
Nutriferon	30.00
Optiflora Capsules	<u>14.65</u>
\$82 MP	61.30 PV

For Children who can't swallow pills

Optiflora Pearls	14.65 PV
Chewable C	17.95
Incredivites	<u>20.00</u>
\$74 MP	52.60 PV

Vita C	16.65 PV
Nutriferon	30.00
Optiflora Caps	14.65
Life Shake	29.59
Vita D-3	<u>6.00</u>
MP \$136	96.89 PV

Optiflora Caps	14.65
Chewable C	17.95
Incredivites	20.00
Life Shake	29.59
Alfalfa Complex 330	<u>12.65</u>
MP \$135	94.84 PV

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Family Immunity Collection



	<u>PV</u>
Vita C	16
Vita Lea 240	31
Optiflora Capsules	15
Nutriferon	30
Defend & Resist Echinacea	<u>13</u>
Total	105



Immune 50 PV Packages

NutriFeron, Alfalfa, Chew Vita-C = 60 PV

NutriFeron, Alfalfa, Optiflora = 57 PV

Get Clean Starter Kit = 50 PV

Vitalizer = 50 PV + FREE Membership



1000 PV with Immune Collections

4 events X 5 attending = 20 families

(FB events, in-home, Health Chat conference calls, etc)
Or individual appointments, 3-way calls, archived webinars

20 families X 50 PV collection = 1000 PV

10 families X 100 PV collection = 1000 PV

pam

Know the current “deals”—

Prove It Challenge – underwritten by the company, only 1 to a customer

\$150 order = free memberships, free shipping,

Half Price Distributor Fee – \$25

- Free shipping -- all shipping dollars convert to free product redemption dollars
- 10% autoship discount on select items
- Ability to receive bonuses and Prove It Challenge rewards

Product Collections Covid-19 Protection

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

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



jeanne

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)
no credit toward Stimulus, but a happy customer.

- **Option #3** – Sponsor with \$150 as a **distributor** for \$25

Benefits of Distributor –

- free shipping (all shipping dollars convert to free product^{barb})
- 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

Shaklee Stimulus Package

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

$$\textcircled{9} + \textcircled{3} + \textcircled{3} = \$1,000$$

**Sell 9 Challenge
Kits**

to new people



**Enroll 3 New
Distributors**

with a Challenge Kit or order
\$150+



300 PV

**Get 3 Repeat Purchases
of \$100+**



300 PV

angie

Confronting Fears and Hesitations

- We can learn what to do and what to say , but monitor our self-talk & our thinking .. It can sabotage our best efforts.
- Not everybody is going to be interested ... so think through how you will deal with disappointments and challenges so you are prepared.

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Our written plan helps keep us moving forward and learning as we go... prevents us from getting stopped by our fears.

Commitment begins when we encounter our first challenge and obstacles.

**YOUR LARGEST
FEAR CARRIES
YOUR GREATEST
GROWTH.**

PictureQuotes.com

Fears and Confidence

- Fears diminish when we stop making our actions about us ...

and start making them about the impact we have on others.

**LET YOUR
FAITH
BE BIGGER
THAN YOUR
FEARS**

angie

- If you knew that out of every 10 conversations, you would be helping at least one person be a better mom, more patient parent, help one kid to avoid the need for antibiotics, or help someone have a healthier, happier and more fulfilling life, would you ever stop having conversations?

Fear is only temporary.
Regret lasts forever.

***Everything we want
is on the other side
of fear***

Action Steps for Session #7– Creating A 2000 PV Plan

- Create a 2000 PV Plan for yourself .. And for any business partners downline from you... ON PAPER.
- Create your weekly working plan.. ON PAPER.
- Schedule the activities and begin inviting ... INVITE FIRST ... PEOPLE CONTACT FIRST in Prime Time .. Do desk stuff and prep stuff in non-prime time.
- To keep an eye on the \$20K in 2020... contact people you would like on your business team and invite to FB Working from Anywhere (and the Roger Barnett 16 minute presentation)
- Word tracks section in BetterFuture.Training/your name

Jeanne/barb



Set Up May Activities to generate 1000 New PV

Moms of young children -- Moms need pampering – their space has been invaded by working from home dads and home schooling e-learning kids

Every Woman –

May is Women's Health Month ..and this year we are focusing on their MENTAL HEALTH – with spouses working from home .. Or not working at all .. Teenagers getting snarky from missing their friends ...

Or job insecurity .. When will the sheltering end ...

And those who live alone .. Feeling pretty lonely.



barb.



Final 2 Weeks #8a and 8b – Coaching and Leadership Skills



Function of Supplements Needed:

Alfalfa tabs (5 tablets in am, 5 tablets in pm)

- A great diuretic that reduces fluid retention
- Contains chlorophyll—an excellent body cleaners and detoxifier
- Contains vital trace minerals
- Increase alkaline reserves and helps balance acids
- Natural anti-inflammatory

Herb Lax (2-4 tablets per day at bedtime)*

- A natural body cleanser
- Regulates bowel function and promotes regularity
- Stimulates bile flow in liver

Liver DTX* (Take 1 in am and 2 in pm)

- The liver is the primary organ of detoxification
- Helps detox liver naturally
- Helps maintain bile flow
- Helps regenerate liver cells

Optiflora Probiotic Complex (1/day) *This is the pearl in your Vitalizer strip

- Improves Digestion
- Increases immunity
- Restore health of the gut

