

# Shaklee Businesses Offer Significant Financial Support

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  - \$9300 – average balance due
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  - 12 to 18% interest depending on your FICO credit score
- Lessons learned from the Recessions ..
  - 2001 ( after 9/11 attack) and 2008 ( predatory private unregulated mortgage lending scandals )
- Safety net .. Second source of income
- Tax deductions
- Product usage covered
- Pay off other debt – student loans
- Invest in college funds, retirement funds, etc

pam

# Credit card repayment

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pam

Interest \$11,433!!!

but for only \$130 more a month payment... save \$5000 of interest

Shaklee Director makes

20% of \$2000 = \$400

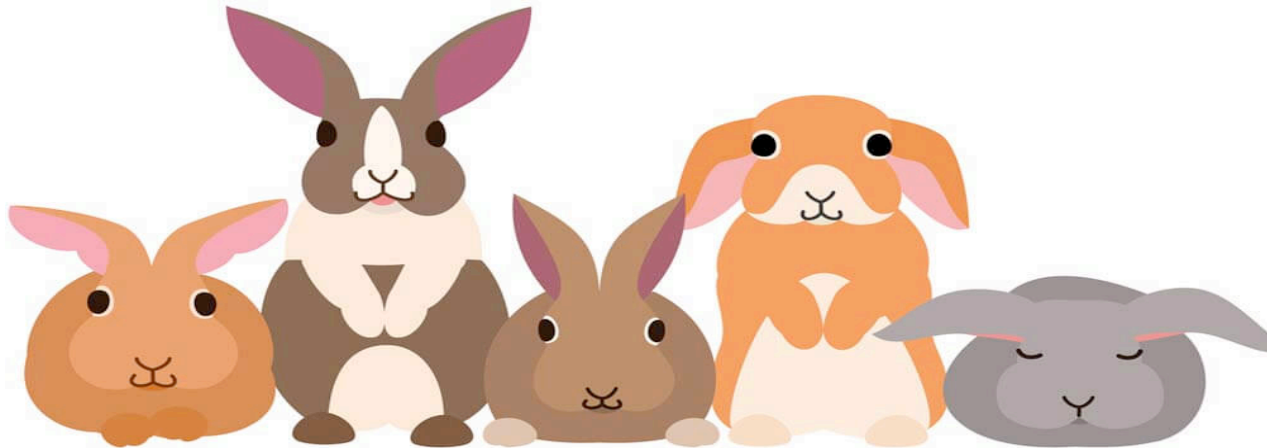
Plus 15% MN difference = \$350  
\$750

Ruth Kutz –

Customer Service just got easier

Walk through the website ... next best actions ...

# The Power of Duplication



Week #8b   8 Weeks to Director   May 7, 2020



# Training Team

## The Power of Duplication



Becky Choate  
Senior Executive  
Coordinator



Steve Toovell  
Senior Master  
Coordinator

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

A \$10 Million Fund has been established for rewarding  
leaders who advance in rank in 2020 starting at Senior  
Director... to qualify will require understanding ...

**The Power of Duplication**

barb

# Objectives for Week 8 – Power of Duplication

Once you have advanced to Director .. Question is... now what ?

So objectives for this final week of training are ...

- Understanding Director is the entry level rank to the Compensation Plan.
- Clarifying next goals to qualify for New Directors Conference and car payments
- We've learned how to develop a customer base..  
Now we learn how to build an organization..
- To understand 4 personality styles so we can work with them all and appreciate what each brings to the good of the team.
- To revisit our vision for our growing business.. How big can we see it?
- To review Special Rank Advancement Rewards for 2020 – starting at \$1000 ... and achievable for EVERY DISTRIBUTOR JOINING US.



# Review

Over past 8 weeks , we have discussed fundamental skills needed to develop a Shaklee business...

- Beginning with the mechanics and first steps of getting started
- The role of social media in our businesses .. Do's and Don'ts
- How to invite without imposing
- How to close and offer options and next steps
- How good customer service and care leads to lifelong customers and business partners
- How to identify business partners
- How to create 2000 PGV Plan for ourselves and our downlines
- And how to coach and mentor our business partners to reach their goals.



# Director .. The Starting Point

- A Director generates 2000 PGV a month
- Typically has 30+ members
- And is paid highest bonus % (20% ) on sales ... ( so we like to get you there quickly )

BUT we encourage you to view Director rank as ...  
the first rung of the ladder that will take us to:

- higher ranks
- higher income
- qualification for trips
- and car payments ...

All this is achieved by building an organization ..



As a New Director ...

You are at the beginning .. the jumping off point to a very exciting future

Jeanne

# So Now We Are a Director ... Now What ?

**KEEP GOING !!!**

Time for a new goals --

- **3000 PGV** .. To qualify for the New Director Conference
  - accumulate 18,000 PGV
  - in any 6- month period
  - in first year as Director
- **Develop a Director** by December 2020 ...
  - receive \$1000 in \$20K in 2020 Reward Program
  - qualify for Bonus Car Monthly payment (\$225 - \$250 for hybrid)



EARN UP TO

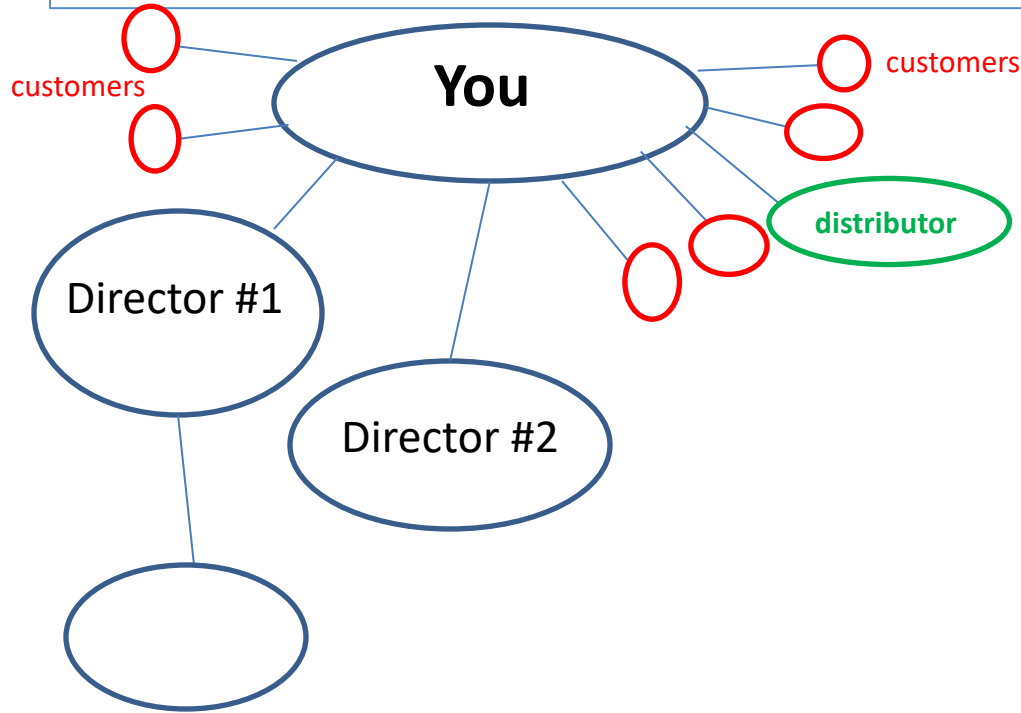
**\$20K<sup>+</sup> IN 2020**

**IN ADDITIONAL CASH  
BONUSES**

New First-Time Rank	Award Earned
Senior Director	<b>\$1,000</b>
Coordinator	<b>\$3,000</b>
Senior Coordinator	<b>\$6,000</b>
Executive Coordinator	<b>\$10,000</b>
Senior Executive Coordinator	<b>\$12,000</b>
Key Coordinator	<b>\$20,000</b>
Senior Key Coordinator	<b>\$20,000</b>
Master Coordinator	<b>\$20,000</b>
Senior Master Coordinator	<b>\$20,000</b>
Presidential Master Coordinator	<b>\$20,000</b>

**Maximum Bonus per Person: \$20,000**

## Your Coordinator Organization – 2 First Generation Directors



## Power of Duplication

To build to Director--  
you developed a  
customer base  
and maybe a  
distributor or 2

To become a SENIOR DIRECTOR--  
simply develop 1 Director

Then ... to become a Coordinator...  
Develop one more first level Director

# So... Back to Goal Setting for a Minute

Ask ourselves ...

What do I want now? (for myself and others)

How big can I see it? (see reading list addendum)

What is my vision of the leader I want to become?

--servant leader            vs    -- boss

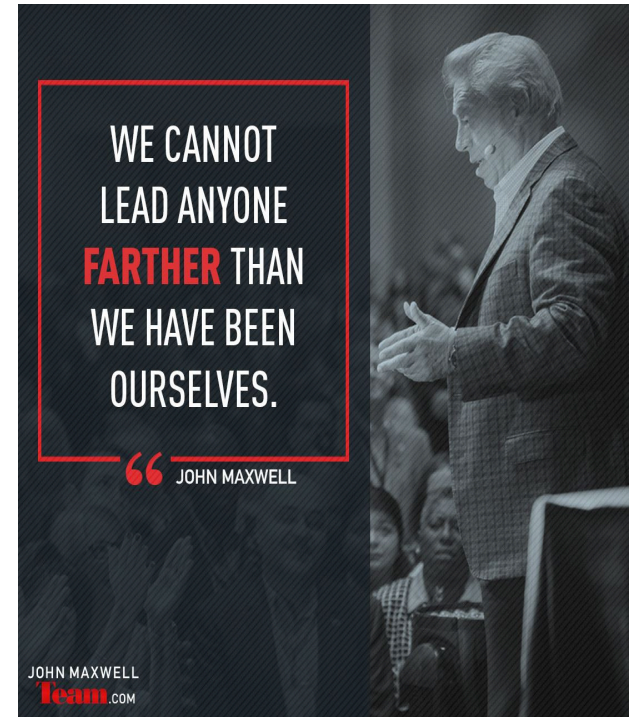
--new identity

--maker of leaders

-- coach

What do I want to learn next ?

Monitor my self talk ... do I believe I can build an organization ?





# Steve's Story ---Why Duplication –

- Came in through the opportunity. Perfect fit. Saw business immediately. Why?
- We've experienced several recessions thru the years. How did your business do in April? Shaklee is an 'essential' business.
- Are you a teacher? Entrepreneur? You don't have to be.
- Leadership skills can be taught, learned and practiced.
- In 1996 - family challenge with oldest son – stepped back for 6 months – earned a six figure income
- Today, at this point in our lives, we are productive, active and doing something that's of great value to others.
- Enough about me, what do you want? Are you confident in the skills you've learned to become a Director?



# 3 Qualities of an Ideal Business Model

- The ideal business is one where your income is not limited by your personal output.



**Earn without  
leaving the house**

With on-the-go digital tools  
and your personal online shop

**START TODAY**



- The ideal business will leave you with free time. It doesn't require your attention and effort for 12, 16, 18 or 24 hours a day.
- The ideal business will always satisfy your intellectual and even emotional needs. There's nothing in the world like being passionate about what you're doing.

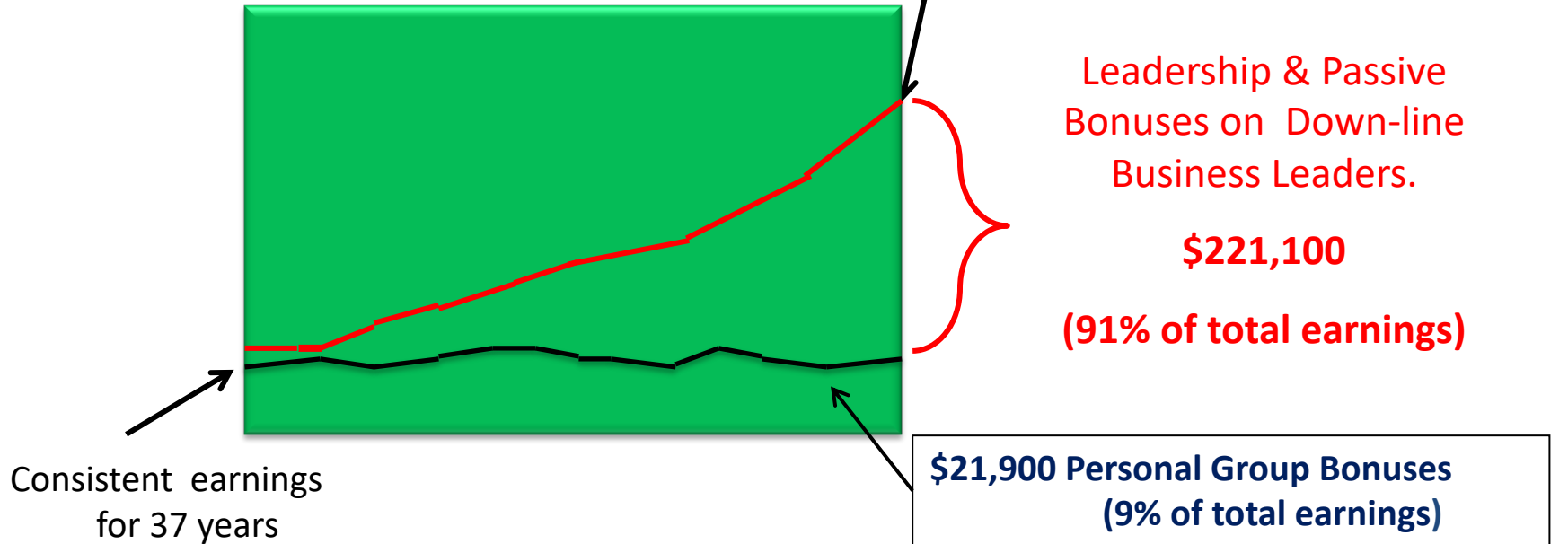
steve

You're having fun when that happens, you're not working.

# The Power of Duplication

The more people you help succeed, the more successful you become.

Teach Others To Teach Others



Team Toovell – distributes **\$1,000,000** of  
Shaklee products a month



steve

# To Develop an Organization ...

It all boils down to three things ...

Not being FEARFUL ... Courage and Confidence  
and

Sharing the gift of Shaklee over, and over, and  
over and over and over.....and...

Helping others do the same.



steve

At first –  
Help friends have healthier families



Then .. It grew to ..  
Helping MORE people have healthier families.

Then .. 5 years ago (17 years later )  
Upline asked ...  
**“ Are you ready to develop a team?”**

That lead to a study of leadership and personal development ..  
And 6 months later ....

Becky was a Senior Coordinator!  
with 2 first level Directors and 10,000 OV

And was qualifying for Shaklee Dream Trips each year.

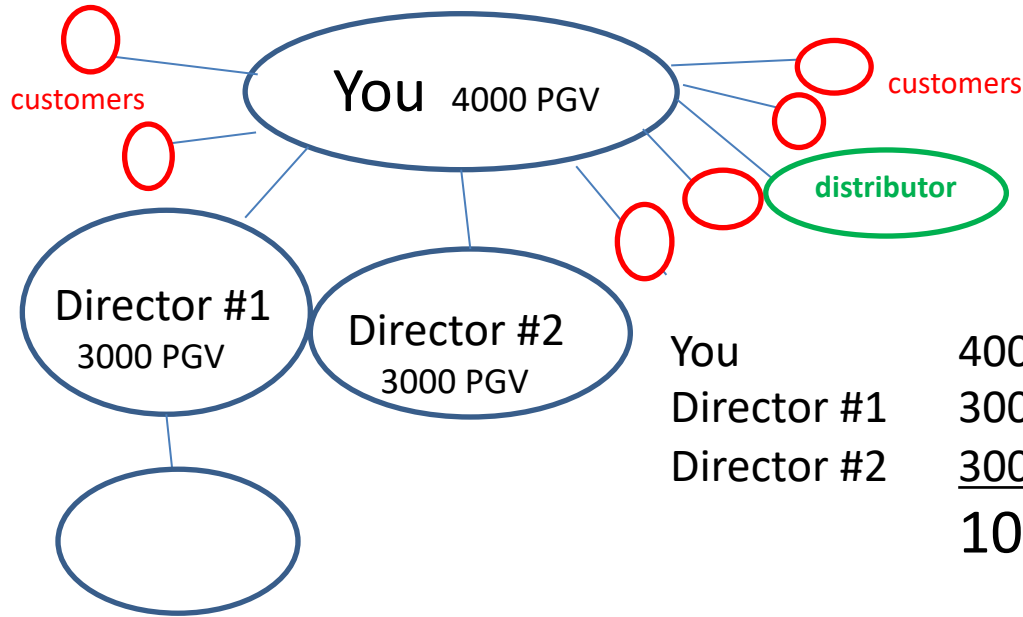
## What is Your Vision? Becky's Story

2015 to 2020

- 3 kids in college
- And then 3 weddings
- Moved twice... cross country
- Aging declining parents
- Dad died
- Greg unemployed 7 months
- Father-in-law died
- .. And that's just the big stuff

And even with all that ...  
The Shaklee business kept growing.

Senior Coordinator  
2 First Generation Directors  
AND  
**10,000 OV**



You 4000 PGV  
Director #1 3000 PGV  
Director #2 3000 PGV  
**10,000 OV**

Becky Advanced in Rank Every 2 Years  
and significantly advanced in income

2015 income as a Director  
\$39,000/year

1 year later as a Senior Coordinator –  
\$48,000/ year



Power of Duplication

Executive Coordinator --  
3 First Generation Directors      20,000 OV

**Becky & Greg Choate**

Francine  
& Tim

Abri & Adam

**Kari & Mike**

Susan &  
Mike Roling

Carlie & Alan  
Wilson

How Big an Organization  
Can You See?

Becky's Exec Coordinator Income  
\$4500/month

Build in Depth –  
**Build 3 legs ... treat them all like first levels  
until your first levels step into leadership**



Senior Executive Coordinator --  
3 First Generation Directors 20,000 OV

8 distributors

8 distributors

**Becky & Greg Choate**

How Big an Organization  
Can You See?

Abri & Adam

Francine  
& Tim

Kari & Mike

Christina

Stacie

Susan & Mike

Carlie & Alan

Senior Executive Coordinator Income -  
\$7,000/month

Build in Depth –

**Build 3 legs ... treat them all like first levels  
until your first levels step into leadership**

# Building in Depth

Applies to customers, distributors and business leaders ...

Clothesline



VS.

Roots



The Dream Plan is set up to benefit Building in Depth MORE!

jeanne

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## Drivers – Power Achievers

Type A personalities, natural born leaders, like to solve problems, they move us forward... caution – can do it faster themselves... are challenged to be patient with other personalities, need to think duplication

## Expressives – Influential

Fun, tell stories, loud, fast, flamboyant, colorful, freedom, talks with hands, great at assembling a team and leading, risk takers. Challenges– staying focused, easily bored, distracted, talking too much.

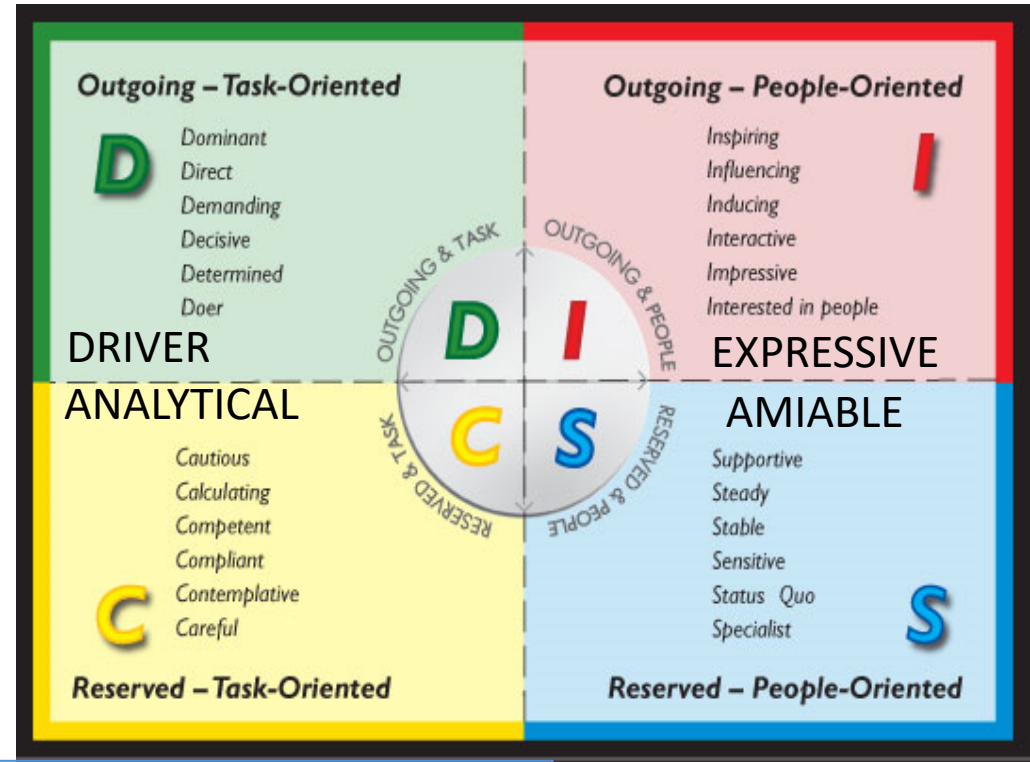
## Analyticals – Conscientious

Detail, numbers, facts, perfectionists, dress formally, skeptical, organized, accurate, Greatest need is to be right

## Amiables – Order and Safety

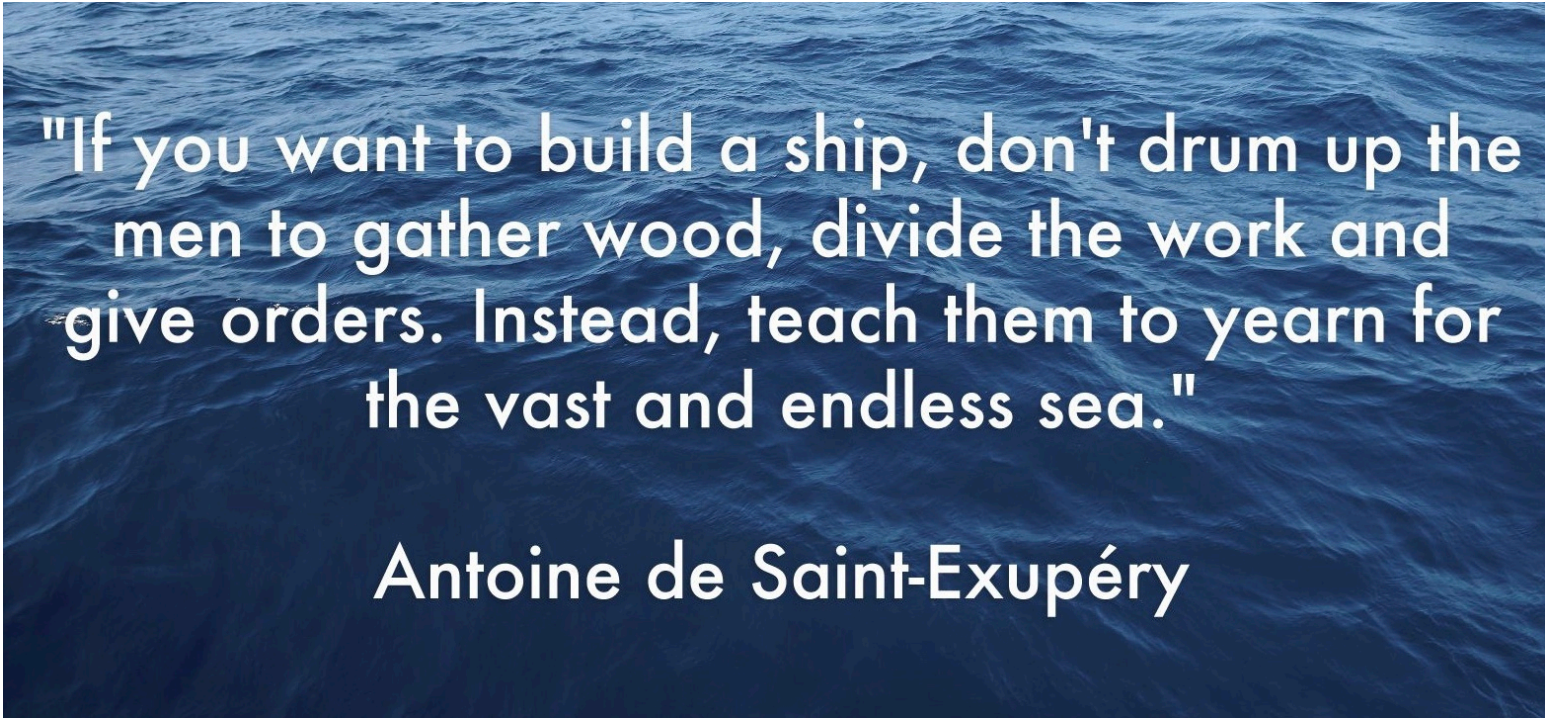
Quiet, reserved, loyal, love being part of team, need to balance thinking and preparing with action, soft spoken, gentle, dependable, slow to act.

## Each Personality Style Contributes to the Team



barb

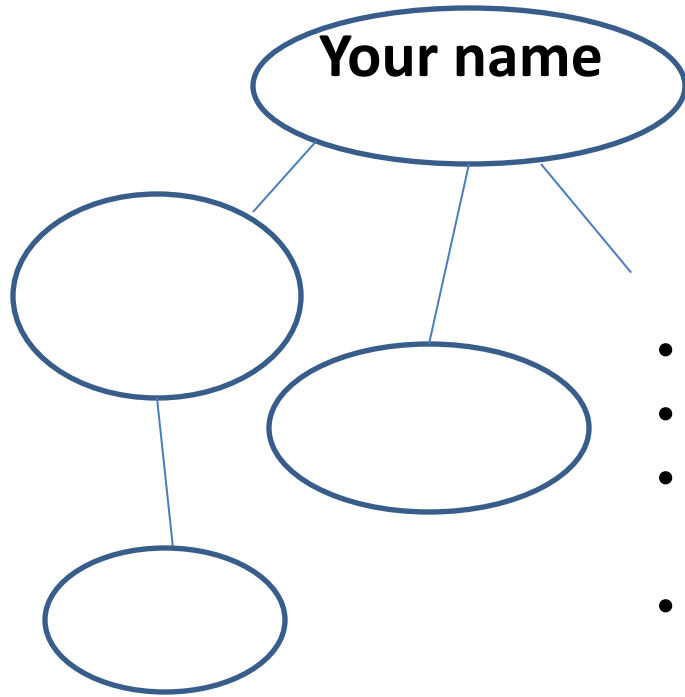




"If you want to build a ship, don't drum up the men to gather wood, divide the work and give orders. Instead, teach them to yearn for the vast and endless sea."

Antoine de Saint-Exupéry

## Draw Your Coordinator Organization – 2 First Generation Directors



### Action Steps for Week 8 Power of Duplication

- Create next goals for developing your organization
- Begin a leadership library
- Create a 3000 PGV Plan for qualifying for New Director Conference
- Draw out your future Coordinator organization .. And fill in as many names as you can ...
- Begin the study of leadership

# Recommended Reading

- Mike Dillard - *Magnetic Sponsoring*
- Brian Tracy - *No Excuses!*
- Sarah Robbins - *Rock Your Network Marketing Business*
- Mark & Renee Yarnell - *Your First Year in Network Marketing*
- Eric Worre - *Go Pro*
- Richard Bliss Brooke - *The Four Year Career* (The Masters Edition)
- Robert Kiyosaki - *Rich Dad, Poor Dad*
- Jim Rohn - *Building Your Network Marketing Business*
- Tom Schreiber - *The Four Color Personalities for MLM*
- Stephen Covey - *The 7 Habits of Highly Effective People*
- Tara Mohr – *Playing Big*
- Brene Brown - *Dare to Lead*
- John Maxwell - *Leadership 101*
- John Maxwell - *Everyone Communicates, Few Connect*
- John Maxwell - *Developing The Leader Within You*
- Simon Sinek - *Start with Why*
- Ken Jennings & John Sta-Wert - *The Serving Leader*
- Kim Klaver - *Do You Have a Plan B?*
- Brian Biro - *There Are No Overachievers*
- Brendon Burchard - *High Performance Habits*
- Rachel Hollis - *Girl, Wash Your Face*
- Richard Fenton - *Go For No! for Network Marketing*



# Popular Podcast Speakers

- Brendon Burchard
- Brian Buffini
- Bob Heilig
- Craig Groeschel
- Michael Hyatt
- Sarah Robbins
- Christy Wright
- Rachel Hollis
- Chalene Johnson
- Carey Nieuwhof
- Dani Johnson