



Jessica Kaiser, LCPC
Director



Pam Cary
Sr. Exec. Coordinator

Wednesday, May 13, 2020

Pam's Shaklee Story



- Raised on Shaklee products
- Former Corporate Buyer for Aldi
- Left corporate job with 6-figure income to raise 5 kids
- Love helping others learn & earn
- 22 years later – earning \$\$, trips, love the community
- Scalable, ownable, inheritable business; building a legacy

Jessica's Shaklee Story

- Born & raised in Canada
- Masters Degree in Counseling
- 20 year career in the mental health field
- Husband, Patrick and three kids....
ages 5, 9, 11
- Introduced to Shaklee in 2014
- Used the products first, then started a business in 2017
- Love the opportunity to approach mental health more holistically.





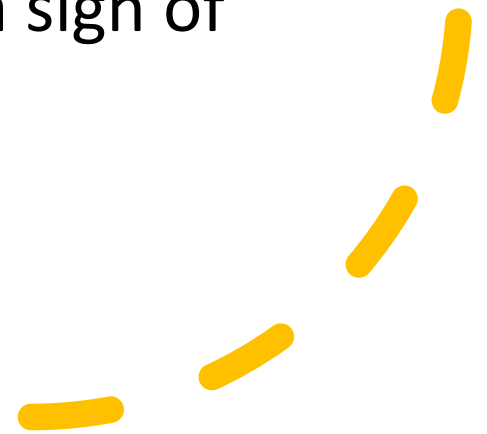
Key
Concept

How can we manage the impact that this pandemic is having on our *stress levels*??

It impacts everything from our mood to our immunity!

Is This Normal???

- Everyone....yes, EVERYONE, has been impacted negatively, in one way or another, by this situation.
- SO MANY PEOPLE are struggling, and it is showing up in so many different ways.
- And many people have also been really hard on themselves for struggling... which makes matters WORSE. Feeling stressed and overwhelmed right now is NOT a sign of weakness!



Remember
This...



You **SHOULD** be struggling.



This situation is, by nature,
activating our *STRESS
RESPONSE*.



This doesn't mean there is
nothing we can do about it!

First Step

- The first step to managing our stress more effectively is to acknowledge it and be aware of it.
- Notice the symptoms. Some are obvious, some are not.
- In order to do that, we need to understand our stress a little better...



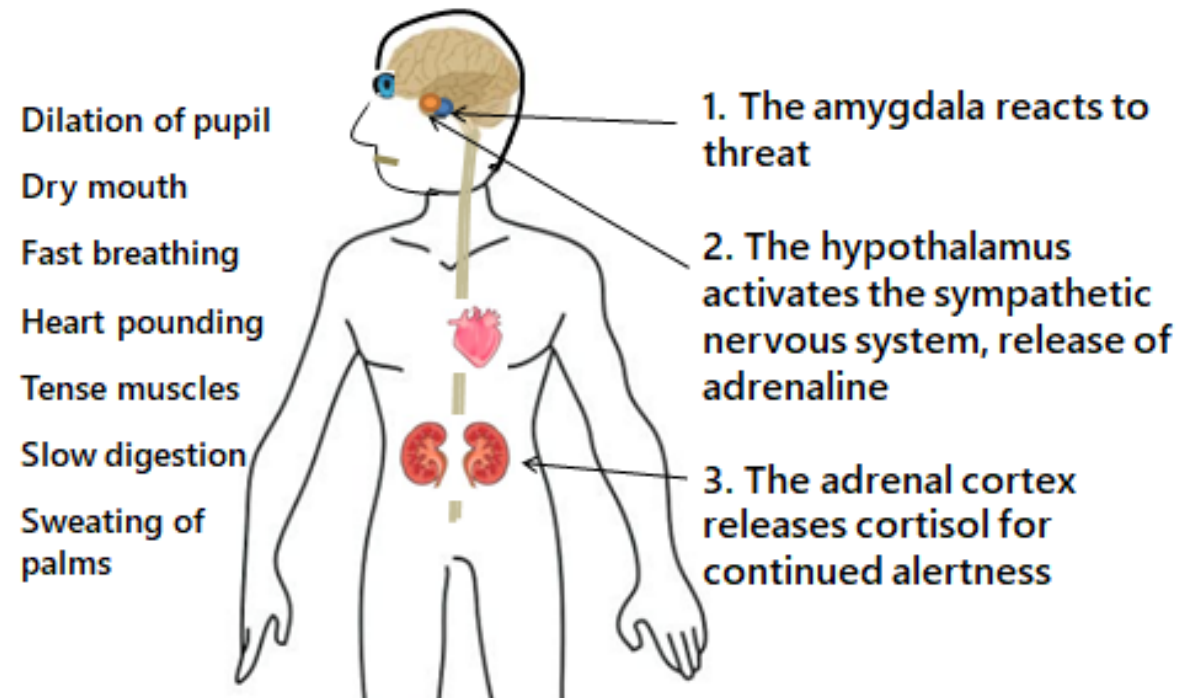
Stress and Your Brain 101

- Let's understand what the stress response actually is:
 - A neurological network also known as the fight, flight or freeze response.
 - Your brain's best way of keeping you safe!
 - Powerful, instinctive, and packs a full-body impact.
- What does the Stress Response actually do??



How does stress
show up?

The fight or flight response



Why is our Stress Response Exceptionally Challenging to Manage Right Now?

- We need to understand the impact of modern life...
- Then... enter COVID-19!
- This helps us understand the various reasons that we are all experiencing VERY ACTIVE stress responses.

How Can We Manage Our Stress?

A 3-directional approach helps us be more effective:

1. Top-Down
2. Back-Front
3. Bottom-Up



Top-Down

- Cognitive Approaches
- Any time we use our frontal cortex to manage our stress, we're using a cognitive strategy
 - self-talk
 - planning/list-making
 - CBT (cognitive behavioral therapy)
 - journaling
 - conversations
 - mantras



Back-Front

- Relaxation Strategies: anything we use that relaxes us in the moment

hot bath

yoga

mindfulness

meditation

call with a friend

TV shows/movies

music

prayer

cuddle with a pet

walk

visualization

video games

massage

deep breathing

reading

chocolate (yay!)



Bottom-Up

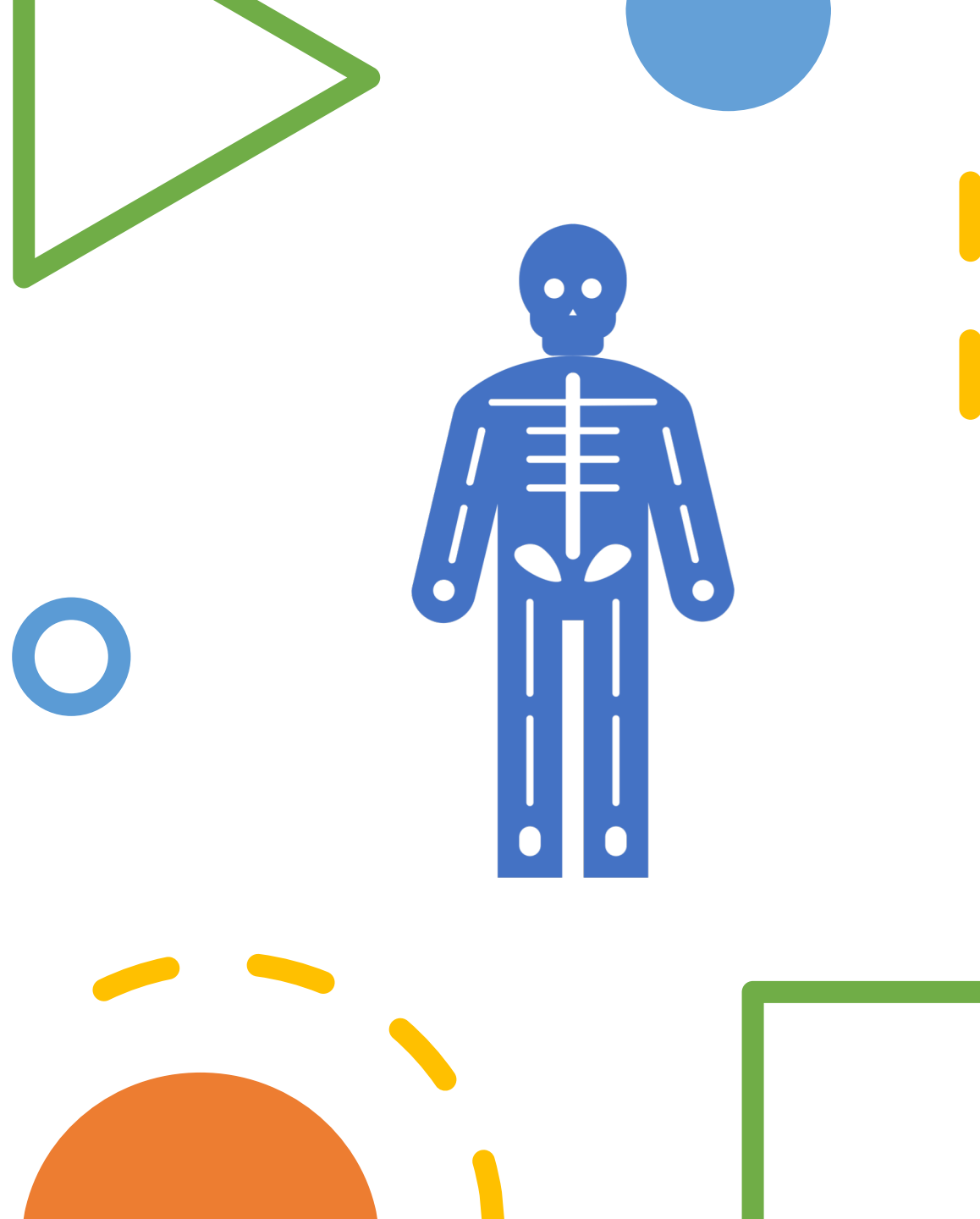
- Anything we do in our body that effects our brain's capacity to function.
 - sleep
 - hydration
 - exercise
 - nutrition



➤ This is the CORE of mental health and of managing stress effectively.

Nutrition 101

- Our bodies are made of trillions of cells.
- Everyday old cells are dying and new cells are being formed.
- What builds healthy cells:
 - > Vitamins
 - > Minerals
 - > Protein
 - > Water
- Our food choices directly impact our health.
- Two pathways to disease:
 - > Nutritional Deficiencies
 - > Toxicity



What about the Microbiome?

- Environment of our gut plays a huge role in everything from digestion to immunity
- A healthy microbiome is created from plant-based nutrients
- A healthy microbiome protects us from disease
- Serotonin – a neurotransmitter that effects mood, intestinal activity, appetite and sleep....90% is made in the gut!
- Low serotonin levels result in depression, low energy, negative thoughts, tension, irritability, cravings for sweets.



Making Healthy Food Choices Every Single Day Can Be Hard

Vitalizer™ can help fill in nutrient gaps



Vitalizer™

Tailored for men and women of all ages

Supported by 12 clinical studies with the nutrients your body needs to create the foundation for a longer, healthier life
Supports: Heart, immune, joint, bone, digestive, breast, and reproductive health and physical energy*

Vitalizer™ includes:

- Vita-Lea® Advanced Multivitamin
- B+C Complex with advanced absorption
- Caroto-E-Omega with 500 mg omega-3 fatty acids, carotenoids, vitamin E
- Optiflora® Pearl Probiotic
- Patented S.M.A.R.T.™ delivery system

*These statements have not been evaluated by the Food and Drug Administration. These products are not intended to diagnose, treat, cure, or prevent any disease.

WOMEN

Excellent as a prenatal/postnatal multivitamin

- 800 mcg of folic acid
- 290 mcg of iodine
- 18 mg of iron



MEN

Higher magnesium and more lycopene to support prostate health

- 400 mcg of folic acid
- 150 mcg of iodine



GOLD

50+ men and women with coenzyme Q₁₀ and the powerful antioxidant N-acetylcysteine

- With or without vitamin K



S.M.A.R.T.™ Delivery

Shaklee Micronutrient Advanced Release Technology™

A unique, patented delivery system designed to dramatically improve absorption of key nutrients in the body.



Vita-Lea® Advanced Multivitamin

Designed to dissolve in less than 30 minutes in the stomach and designed to enhance absorption of folic acid from the patented microcoating.



B+C Complex

Provides up to 198% greater absorption of B vitamins over 12 hours, as shown in a clinical study, through sustained-release delivery to the small intestine.



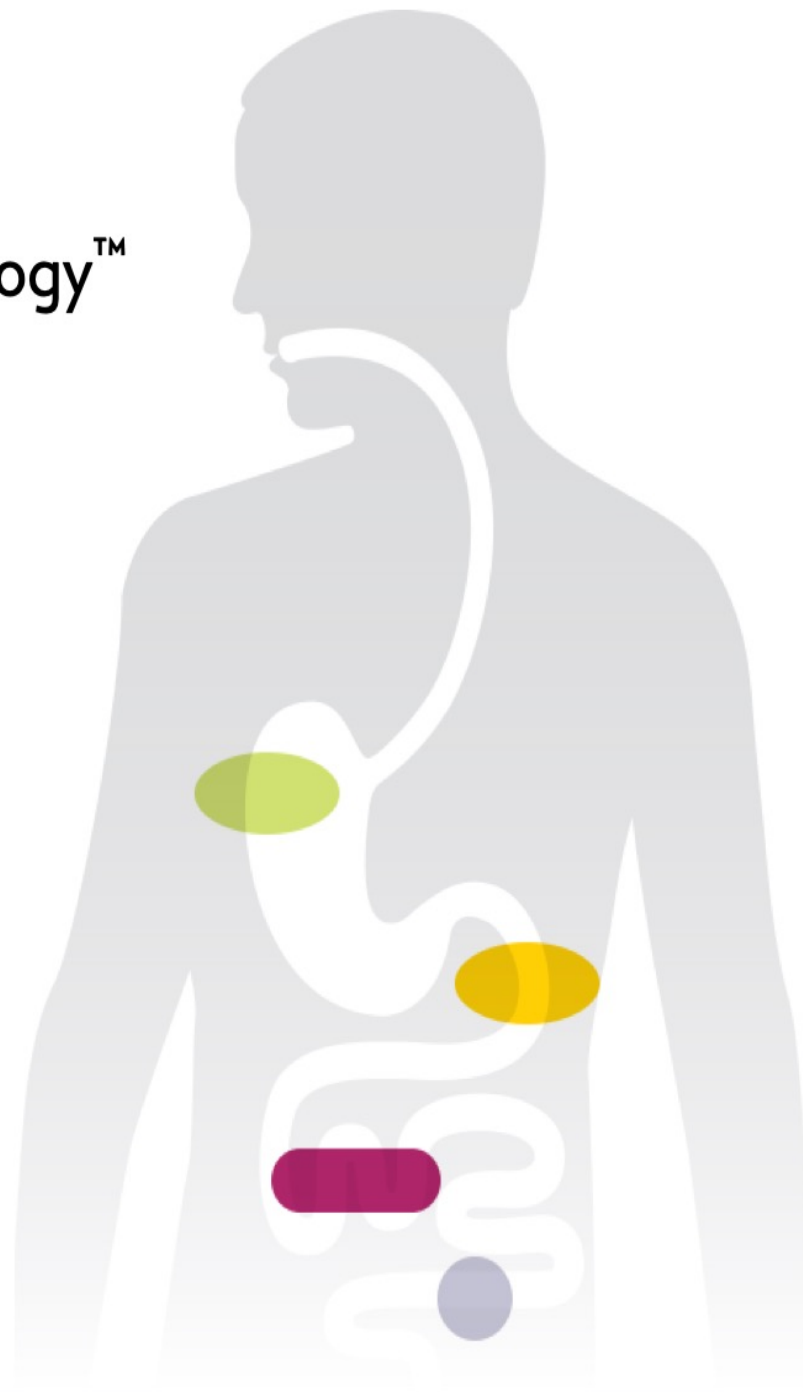
Caroto-E-Omega

Omega-3 fatty acids, carotenoids, vitamin E, and other fat-soluble nutrients are delivered to the stomach and upper intestine.



Optiflora® Pearl Probiotic

Delivers healthy microflora to the lower intestine through our triple-layer encapsulation technology, protecting them from stomach acid.



Life Shake™: One Shake Does It All

Protein for increased energy. 20 grams of ultra-pure, non-GMO plant-based protein.

Powered by Leucine® to help you build lean muscle, burn fat, and improve metabolism.

Healthy digestion, regularity, and digestive comfort.
Our proprietary prebiotic comes from an ancient grains blend. Plus added digestive enzymes for improved protein digestion.



Prove It Challenge Kits



Includes 30 Vitalizer Strips, 30 Life Shakes
and a **FREE 7-day Healthy Cleanse Kit.**
#89544 | SPECIAL PRICE \$159



Includes 30 Vitalizer Strips, 30 Life Shakes
and a **FREE bottle of NutriFeron.**
#89549 | SPECIAL PRICE \$159

****Both Prove It Challenge Kits Include Free Shipping and Free Shaklee Membership. First Time Purchase Only.***

Vitamins & Minerals

B-Complex



“The Happy Vitamin”

- Alleviates sugar cravings
- Improves mood
- Helps handle stress & anxiety
- Needed for energy
- Depleted by stress, alcohol, sugar, meds

OsteoMatrix



“Nature’s Tranquilizer”

- Natural muscle relaxer
- Promotes restful sleep
- Equally important for muscles & nerves

Herbal Options

Stress Relief Complex



- Blunts production of cortisol; affects long-term health
- Helps body to adapt to continuing stress
- Combats depression/moodiness
- Quick relief from tension, without causing drowsiness

Gentle Sleep Complex



- Improves quality of sleep
- Sedative; relaxing effect
- Reduces anxiety
- Relieves tension

Shaklee Guarantee

- All of our products are 100% guaranteed
- We test every new botanical ingredient for over 350 chemicals and contaminants
- Shaklee conducts over 100,000 quality tests per year on our nutritional products
- No artificial flavors, sweeteners, or preservatives
- Gluten free
- If you're not satisfied, you can send them back to us for a full refund, even if the container is empty. No questions asked.



A Business Designed with You in Mind

Simple

A straightforward, proven system for sharing

Flexible

You decide what your income goals are and how much time you want to dedicate

Social

It's about people, conversations, and community

Mobile

Anytime, anywhere business tracking and digital tools for sharing and training



Earnings Opportunity



*Average annual income is based on the monthly amounts reported on Form 1099-MISC for all Business Leaders at 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.

Jessica's Top 5 Recommendations



Deep Breathing



Mindfulness/Meditation Practice

Insight Timer

Oak



Gratitude Exercise



Exercise...Move Everyday



Core Nutrition and Extra B-Complex

Next Event

Women's Health - Nutritional Support for All Ages

Special Guest –

Nutritionist Barbara Lagoni

Wed, May 20th, 3:00pm CT

Join Us!

**When you can't control
what's happening,
challenge yourself
to control the way
you respond to
what's happening.
That's where your
true power is.**

**Karen Salmansohn
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