



# Shaklee Wellness — How to get started!

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**So, you want to start your own wellness business?** Getting started right is so important. There are many natural things that will slow you down or stop you from ever getting started. Pilots and race car drivers understand what “drag” means. In Physics, it’s called “inertia.” It’s the natural force that causes everything to stay put or slow down. It’s a way of life. Things in motion want to stop, unless pushed or pulled by an equal and opposite force. To get started in anything, you have to have energy and effort to make things happen. Building your business will not happen without planning your work and working your plan!

## ***The following is a step-by-step plan of “how to” for you to learn and apply.***

It is not intended to be the only way or so in-depth to answer every conceivable question or situation. It is a simple plan to execute if you are ready to start your Shaklee Wellness business. It is designed for you to follow the plan personally, then to teach others to do the same. Your timing and goals are flexible. You can move forward at your own pace, to make things happen sooner or as convenient as your schedule allows. The most important part is to do the plan on a timely basis, keeping in mind everything wants to naturally stop or slow down. It will take effort and determination.

There is another principle in life that you must always remember. You often get more out of what you put into something if you stick with it and finish what you started. You will reap more benefits and blessings than you could ever imagine. So, let’s get started by reviewing the plan, following the process, and completing your purpose for Shaklee Wellness.

### ***1. First, let’s see how fast you can begin getting your products for FREE.***

When can you begin getting bonus checks? Realistically how long will it take for you to make \$40,000 - \$50,000 a year, and eventually over \$100,000 per year? There has never been a better time to get involved and build your Shaklee Wellness business. The plan is simple and achievable, plus the potential is phenomenal!

No one ever built any kind of business without providing a service or product to others. Your Shaklee Wellness business **MUST** also introduce the products and business-building opportunity to others. No one will ever succeed unless products are used and recommended to others. Hopefully you get the picture. Helping “others” is what Shaklee Wellness is all about. It’s not all about making money or getting rich quick. It’s about helping others with their wellness and providing them with a way to improve the quality of their lives through Shaklee Wellness.

You should first focus on your and your family’s health needs. It will be more difficult to build a “wellness” business if you are suffering from poor health. You should identify the products that you and your family need to use to begin your wellness business. Every new member and Business-builder should begin by redirecting their spending. You should purchase directly from Shaklee the products you would normally purchase at the grocery or health food store. You don’t have to waste time walking the aisles of a store, or spend time and money driving to and from the store. Some products are even less expensive. Some are more expensive, but much safer for you and the environment. You can’t put a price tag on quality or your family’s health! Now follow these steps toward success.

### ***2. Which products do you and your family need?***

Review the Shaklee catalog and look for the products that you need on a regular basis. Make a list of the products along with the Personal Volume (PV) of the products. You should set goals and encourage all those you help to also set goals. The average family will spend \$175 - \$200 per month on similar products Shaklee offers. Simply “Shakleeize” your home by using Shaklee products whenever possible. You can’t expect to build your business if you aren’t willing to do what you are going to ask others to do. You should, therefore, aim at purchasing at least 100 PV per month of Shaklee products. Keep in mind this does not involve your spending any money you would not have spent otherwise. You will probably save money when you figure in all the time and effort saved, as well as discounts received as you build

your Shaklee business. Remember, Shaklee wants to give you back in a bonus the money they would normally spend in advertising. We have never found a store where we shop that gave us money for using and recommending their products. You, your family, and friends win big through Shaklee's business plan.

**3. As a Member you automatically receive a 15% discount on all products.**

You will also receive quarterly catalogs that keep you informed of the newest and most scientific products available, plus offer you extra special discounts on specific products. If you purchase products at your discount and sell them at retail, you can make nearly 20% profit. Bonuses start at 20% for Distributors and grow to 60% with volume. (This includes your initial member discount and selling products at retail).

The best way to start your business is to NOT sell directly to the public, but to have your customers order directly from Shaklee. This is called MDO (Member Direct Ordering.) You don't have to carry an inventory, other than for yourself, and you don't have to deliver anything or have a "store." You can have an in-home store if you want to, but it is more convenient to use MDO. Your customers who become members can call Shaklee or go online directly and order. You can receive bonuses for all these orders once you earn over 250 PGV (Personal Group Volume) per month.

You should also consider Shaklee's Encore Auto Ship. You can have the same products shipped to you automatically each month. If you are committed to improving your wellness and / or maintaining a healthy life-style you will obviously consume certain products each month. Most of Shaklee's Business-builders use Vita-Lea Multi-vitamins, Energizing Soy Protein, and other personal preferences every month. Take advantage of Auto Ship and teach your new customers and Business-builders to do the same. You can also change your Auto-Ship order at any time.

Shaklee provides you with so many great services it's like having your own staff. Imagine having a business without having to pay employees or benefits. You also don't have to keep track of all your paperwork. Shaklee delivers and accounts for your orders. Once you begin receiving bonuses, Shaklee will keep track of all your bonuses and send you an IRS Form 1099 for your tax records.

Having a "home-based business" is also a tremendous tax benefit. You can deduct all legitimate business expenses from your income and probably lower your taxes giving you more spendable income each month. Home-based businesses are one of the smartest tax saving incentives available in today's economy.

**4. Your initial goal should be to use and recommend Shaklee products on a consistent basis.**

You should also decide now to reach at least five Business-builders each month. You can reach higher and increase this goal, but you should not settle for anything less if you really want to build your Shaklee Wellness business. For the sake of simplicity, you and everyone you help should seek to purchase 100 PV in products each month. That is around \$120 per month. **Remember, it is not spending anything extra.** It is purchasing better products at a savings when you calculate your discounts and potential for bonuses.

There are several suggested "Starter Orders" with various and specific needs combined into one order. You don't have to order the exact products in each Starter Program. You may order only the products you want, but try to reach a total of over 100 PV in your order. Keep in mind that you won't spend any more than you would have otherwise, when you consider your savings from driving to stores, your Shaklee discounts, bonuses, tax savings, and deductions on doctor bills.

Most people consider taking their vitamins as getting a discounted medical insurance policy. If you don't take care of yourself, you will have to pay extra for doctor and medicine bills. If you take care of your health you will spend much less. **Prevention is always worth your investment, and saves you lots of money!**

Look through the following Starter Programs and find the one best for you. Then each month replenish what you have used and look for new products to add to your order. The more people you help to use and recommend Shaklee Wellness, the sooner you get your products for FREE, plus begin earning bonuses, while taking better care of you and your family's health. We recommend that you begin with the Great Start Program.

<b>Great Start Program</b>	<b>PV</b>	<b>MN Price</b>	<b>DN Price</b>
<b>His and Her Basic Wellness Starter Program</b>			
Basics System With Iron (84401)	51.95	\$66.20	\$57.15
Basics System Without Iron (84402)	51.95	\$66.20	\$57.15
<b>Total: 103.90</b>		<b>\$132.40</b>	<b>\$114.30</b>
<b>Weight Management Program Individual Products</b>			
Slim Plan Gold (Cocoa 20381 / Vanilla 20382)	23.99	\$33.95	\$29.30
Appetite Reducing Spray (20387)	22.65	\$28.85	\$24.90
Craving Reduction Complex (20388)	21.90	\$27.90	\$24.10
Metabolic Boosting Bites (20385)	17.96	\$25.45	\$21.95
Optiflora Pre & Probiotic Complex (80638)	21.95	\$28.00	\$24.15
<b>Total: 108.45</b>		<b>\$144.15</b>	<b>\$124.40</b>
<b>Immune Building Program</b>			
Immune Building Complex (20660)	23.30	\$29.70	\$25.65
Energizing Soy Protein Cocoa or Vanilla (20665)	25.30	\$32.25	\$27.85
Sustained Release Vita-C (20095)	16.65	\$21.20	\$18.30
Garlic Complex 240 (20084)	27.30	\$34.80	\$30.05
Defend & Resist (20613)	11.95	\$16.95	\$14.65
Zinc Complex (20411)	4.65	\$5.90	\$5.10
Gentle Sleep Complex (20603)	15.95	\$20.35	\$17.55
<b>Total: 104.40</b>		<b>\$161.15</b>	<b>\$116.90</b>
<b>Pain Relief Program</b>			
Joint & Muscle Pain Cream (20669)	17.30	\$22.05	\$19.05
Pain Relief Complex (20667)	23.30	\$29.70	\$25.65
Joint Health Complex (20668)	28.65	\$36.50	\$31.50
Alfalfa 330 (20153)	12.65	\$16.10	\$13.90
Essential Omega-3 Complex (20234)	19.95	\$25.45	\$21.95
<b>Total: 101.85</b>		<b>\$129.80</b>	<b>\$112.05</b>
<b>Blood Sugar Regulation Program</b>			
Glucose Regulation Complex (20649)	21.90	\$27.90	\$24.10
Energizing Soy Protein / Cocoa/Vanilla (20665)	25.30	\$32.25	\$27.85
Vita-E Complex (20112)	26.65	\$33.95	\$29.30
Vita-Lea Multiple Vitamins (20305)	26.65	\$33.95	\$29.30
CarotoMax (20646)	14.65	\$18.65	\$16.10
Fiber Plan Tablets (20376)	8.65	\$11.00	\$9.50
<b>Total: 123.80</b>		<b>\$157.70</b>	<b>\$136.15</b>
<b>The Healthy Heart Program (High Triglyceride)</b>			
Basics System With Iron (84401)	51.95	\$66.20	\$57.15
Essential Omega-3 Complex (20234)	19.95	\$25.45	\$21.95
CoQHeart (20647)	21.95	\$28.00	\$24.15
Glucose Regulation Complex (20649)	21.90	\$27.90	\$24.10
<b>Total: 115.75</b>		<b>\$147.55</b>	<b>\$127.35</b>
<b>High Cholesterol Program</b>			
Basics System Without Iron (84402)	51.95	\$66.20	\$57.15
Essential Omega-3 Complex (20234)	19.95	\$25.45	\$21.95
CoQHeart (20647)	21.95	28.00	\$24.15
Cholesterol Regulation Complex (20648)	27.95	\$35.65	\$30.75
Fiber Plan Unflavored (20307)	23.99	\$33.95	\$29.30
<b>Total: 145.79</b>		<b>\$189.25</b>	<b>\$163.30</b>
<b>BestWater System (82445)</b>	<b>Total: 148.35</b>	<b>\$446.40</b>	<b>\$385.10</b>

## 5. "My Five" Plan

Setting goals is good. An easy way to remember your goal is "**My Five!**" If you will simply seek to reach 5 new Business-builders each month and encourage each Business-builder to do the same you **WILL SUCCEED** in your Shaklee Wellness business. The key is to continually strive to have your "**My Five**" each month and train all your Business-builders to do the same.

If you use and recommend Shaklee products to at least five Business-builders with each purchasing 100 PV, you will have a total of 600 PGV (Personal Group Volume) the first month. You will receive a 4% bonus on your total PGV which would be approximately a \$24 bonus. **You'll want to frame this check!**

If the five you helped the first month only reach one each, at the end of your second month, you will have a total of 10 Business-builders, each using and recommending Shaklee products for a total of 1,100 PGV, including yourself. Your bonus would be 12%. You would receive a **bonus check of \$132 after only two months** of using and recommending Shaklee to others. This would be enough to pay for your **products FREE**. You will also be on your way to building a great Shaklee Wellness business. Your next step is to become a **Director** and watch your business really begin to grow.

At the end of your third month, if the first five people you helped each reach five new Business-builders, you will have a total of 30 Business-builders, each using and recommending Shaklee products for a total of 3,100 PGV, including yourself. Your bonus will be 24%. You will receive a **bonus check of \$744 after only three months** of using and recommending Shaklee to others. This would be enough to continue receiving your **products FREE**, plus give you over \$624 per month extra or nearly \$7,500 annually in spendable income. The average annual income for **Directors** is \$8,200. The average annual income for **Coordinators** with 2 **Directors** under them is \$17,100.

If you identify and develop a minimum of 2 First Level **Directors** per year, who each do the same, your personal income will be \$2,875 per month or nearly \$35,000 annually. If you as a Group "**Coach**" have 4 dynamic people who do the same with 4 **First Level Directors**, 8 **Second Level Directors**, and 16 **Third Level Directors**, your monthly earnings will be \$9,875 or \$118,500

annually. Once you have new **Directors** under you who do the same, your income will begin to skyrocket. Within a year or as fast or slow as you want to build, you can see your annual income grow. Within a couple years or less, you can become a **Coordinator** making an additional Leadership Bonus of 7% on all your **First Level Directors** and 6% on your **Second Level Directors**.

**Executive Coordinators** earn an extra 4% on all their **Third Level Directors** and **Key Coordinators** earn another 3% on their **Fourth Level Directors**. The average annual income for **Executive Coordinators** is \$52,400. **Key Coordinators** earn an average annual income of \$83,400. **Master Coordinators** earn 7%, 6%, 5%, and 4% on all their **First** through **Fourth Level Directors**. **Master Coordinators earn \$100,000 to over \$1,000,000 annually.**

The important thing to learn here is to not get bogged down with all the numbers and dreams. Don't waste time thinking about how you can make more money or get out of debt. The best way to succeed is to stop thinking about your problems or opportunities and do something about them. In other words, take the same time you spend on going over and over all these figures, and spend that time calling a friend or reviewing the catalog to be more "product smart." You don't need to know all these facts and figures to build your business. You need to know the Shaklee Wellness products and share them with others!

**6. Your next step, after thoroughly reviewing your Shaklee catalog, is placing your monthly order of at least 100 PV and to begin thinking about how you will share Shaklee with others.**

An ancient proverb says, "You have not because you ask not." No one ever began using Shaklee products without first asking someone how to order them. The best benefit about all this for Shaklee Business-builders is that people cannot buy directly from Shaklee without first becoming members and the only way for them to become members is for another Shaklee member to sponsor them. It's like joining Costco or Sam's. You have to become a member to purchase their products. That's how you build your Shaklee Wellness business.

Another important point to learn is that no one makes any money just sponsoring people into Shaklee. The company has designed this simple

and inexpensive way to join in order to avoid looking like all the other opportunities that offer great income with little work. Most other companies charge an exorbitant amount to join and give a large portion of that membership fee back to the sponsor. Shaklee is first and foremost a health and wellness company. It is not a johnny-come-lately get-rich-quick gimmick to entice gullible people with dreams of riches. Shaklee's \$20 membership fee allows anyone to join and provides new members with tremendous discounts for initial product orders when joining. New members can actually join, order products at special discounts and **receive their membership fee FREE**. No other company treats its current and new members like Shaklee.

As a Business-builder, be sure to also order a few Shaklee catalogs and member applications along with your first order. Begin thinking about how you can recommend Shaklee to others. Familiarize yourself with the [www.Shaklee.com](http://www.Shaklee.com) and [www.Shaklee.net](http://www.Shaklee.net) web sites. There is so much helpful information on the web sites. You should also consider having your own "[www.shaklee.com/your name](http://www.shaklee.com/your name)" web site to send prospective members to so they can join online and order the products they need. Your investment for your own Shaklee Wellness web site is only \$14.95 per month. It is professionally designed with many flexible features to help you have a first class professional looking web site.

**7. *Once you are ready to begin recommending Shaklee products to others, learn how to open conversations and share Shaklee products, along with the Business-building opportunity.***

The best way to share Shaklee is "*as-you-go.*" In other words, as you go from place to place every day or week, i.e. shopping, worshipping, working, eating out, sporting events, school functions, civic meetings, and so on. You will find many opportunities to share Shaklee if you simply pay attention to what people say around you.

***For instance, listen for people to say,***

- "I don't feel well," or
- "my child has ADD," or
- "I didn't sleep well last night," or
- "my cholesterol is too high," or
- "my blood sugar is too low or high," or
- "I have constipation," or
- "I have an upset stomach," or
- "I need to lose weight," or
- "I have this pain," or
- "I can't remember," or
- "I think I have a heart problem" or
- "someone in my family has poor health," or
- "I need a good household cleaner," or
- "do you know of a good disinfectant," or
- "my house smells bad inside," or
- "I'm looking for a wrinkle-remover," or
- "I don't like my makeup," or
- "I don't like my job," or
- "I need to make more money," or
- "I need to spend more time with my family,"
- and on and on and on.

There are endless invitations people give you every day to share with them about Shaklee. The important thing is being aware of everyone's invitation to share Shaklee and then taking action. If you knew one of your friends won a multi-million dollar sweepstakes, but you couldn't tell him or her unless they asked first, wouldn't you listen closely for any clue that your friend might give you to encourage him or her to claim the winning number? The same is true with sharing Shaklee. You know how Shaklee can help people. In many cases it's like winning a sweepstakes. People can improve their health, increase their wealth, and experience a life-style fit for a king. But we often miss the opportunities to share with people because it is not that important to us. If we really care about our friends, relatives, ourselves, and even strangers, we should look for every opportunity to tell them about how Shaklee can help.

When someone shares a leading statement or asks an open-ended question, inquire if they have ever heard about Shaklee. Most people will say, "no." The few who say, "yes," never have anything bad to say about Shaklee. That's another great difference between Shaklee and all the other companies. Shaklee members never have to be defensive. Shaklee is almost 50 years old and has never been ashamed of its name and commitment to quality. Most people have never heard about Shaklee because it doesn't advertise. Remember, Shaklee gives much of what it makes back to the

people who use and recommend its products. That is a tremendous benefit of being a Shaklee Wellness Business-builder. What other company gives you a bonus for sharing their products with others? You won't even get a "thank you" note, much less the possibility of thousands of dollars per year in bonuses from other companies.

When you ask people if they have ever heard of Shaklee and they say "no," follow-up with the question, "do you want to know why?" People will more than likely say, "yes." You then tell them that Shaklee doesn't advertise and it takes much of what it makes and gives it back to the people who use and recommend its products. You might add, "that's a great deal, especially when you can use and recommend the best wellness products in the world. Just think, you can improve your health or someone else's health, share the Shaklee opportunity with others, and be compensated for caring enough to share." That's the Shaklee difference. You caring for others and Shaklee caring for you!

To think you can get paid to help others and yourself is incredible. This is often too hard for some people to comprehend, but it works, because it's the **"Golden Rule" of life** — **"do unto others as you would have them do unto you."** There are other ancient proverbs that say, "you reap what you sow" and "cast your bread upon the waters and it will come back to you." All those who are looking for a helping hand need to look no further than at the end of their own arms. If we extend our hands to help others, our own hands and the hands of other people we help, will help us. Shaklee allows you to help others by sharing with them the best products available, plus provides you with a revolutionary Business-building opportunity that will compensate you well. This understanding of being **"compensated well"** can give you a whole new outlook on "wellness."

Before you get carried away with your passion to help others and forget to be practical, begin practicing how you will introduce others to Shaklee. Once you begin looking for opportunities, ask all those who invite you to share Shaklee with them if they have ever heard of Shaklee. Be prepared to share why you only use and recommend Shaklee products for you and your family's needs. Every time someone says anything that seems like an invitation, ask the exploratory question, "have you ever heard about Shaklee?" See a red blinking neon sign across the person's

forehead that flashes, **"tell me about Shaklee," ... "tell me about Shaklee" ... "tell me about Shaklee."** Remember, people will personally and clearly invite you to share with them if you only listen and look for the opportunities.

### ***8. Share with them that Shaklee Money-back Guarantee.***

Ask everyone if they would like to know more about how Shaklee can help them with whatever problem or situation they just mentioned. Most people will only be interested in the products at first. You will find some people will say they are only interested in a particular product, but they would really like to know about the wellness business opportunity. Many people have already been approached with numerous "opportunities," but being healthy may be more attractive as you share the opportunity.

If they say they are only interested in a product to help a specific problem, encourage them to try Shaklee with its Money Back Guarantee. Then share with them that if it helps them, to seriously consider being a Shaklee Wellness Business-builder. Nothing influences people more than success and when Shaklee works for them, they can get their products for FREE, be compensated well for using and recommending Shaklee. You should always be prepared to also share the Business-Building opportunity. Finding Product Customers is good, but finding Business-builders is better.

### ***9. Always be prepared with Shaklee catalogs and membership applications to "loan" out for review.***

The reason for telling people you are loaning them the catalog is so you can get back with them and ask if there is anything they want to order or if they would like to be part of one of the fastest growing industries in the world. You don't want to leave everyone a catalog unless they want to place an order. You should operate your new business cost-effectively and giving everyone a catalog is not always wise. Having business cards with your name, phone number, email, and Shaklee's web site is always good. It is even better to get the person's information and permission to get back with them soon. Wait a couple days, then contact them to follow-up.

Be a **"C.I.O."** agent for your new business. **"C.I.O."** stands for **"Contact Is Opportunity!"**

Don't hesitate to follow up or someone else may take your initial effort and use it to recruit your friend into his or her business opportunity. There are many stories of people who are now in Shaklee and were once introduced to Shaklee by someone else, but were never encouraged or followed up to build a business. Lost opportunities are often the result of not following up your initial contacts. Don't procrastinate! Be positive and believe people want to hear about being healthy, and hear about the Shaklee Wellness Business-building opportunity.

It is imperative that you build relationships. Always ask people how they are doing. Show an interest in what is happening in their lives. People want to know how much you care more than how much you know. Ask people open-ended questions about themselves. For example, "how was your day?" or "how can I pray for you?" People will show more interest in what you have to share once they feel you really care about them.

Have your scripts (rehearsed answers) ready for when people ask you what you do or show an interest in you. Be ready to share how you "market products that help people with their wellness needs, etc." There's an ancient proverb that says, "be ready always to give an answer to everyone who asks you a reason for the hope that is in you." Shaklee Wellness is not our only hope in life, but it should be a major priority, and it is very important to have a passion for wellness.

***10. Once you find someone who wants to become a Shaklee Wellness Business-builder, encourage him or her to follow these steps as outlined.***

There is room for a lot of flexibility and change to this approach. The most important part is to do it. "Just do it!" or at least do something else that works. Don't spin your wheels going nowhere. Find an approach that works and then work it to life (not death) and success. Be careful that you don't get involved in wasted energy. The only excuse for activity is results. In other words, if what you are doing doesn't result in encouraging people to use and recommend Shaklee, then change what you are doing. To build a Shaklee Wellness business, you MUST be alert to the opportunities of sharing with people the benefits of Shaklee. The more you share with people and help them to help

others, the more you will be blessed by Shaklee. It's that simple. Now "just do it!"

Education and product knowledge are so important. Take advantage of every learning opportunity on the web or at Shaklee business-leaders meetings to increase your effectiveness. Go to ***www.Shaklee.net/members***, then login (you must be a member). Then click on "All New Shaklee Opportunity Presentation," plus download the Acrobat pdf files "Presentation" and "Guide." There is a wealth of information that can help you and others stop enduring and start enjoying life.

***11. Another effective way to build your Shaklee Wellness business is to invite people to your home for an "in-home meeting."***

Let people know you are available to go to their homes for personal presentations. If you have a laptop computer, there are several excellent Power-Point presentations available for you to use in your meetings. Use the Shaklee presentation, and go to ***www.bobsfiles.com*** to view other presentations available. Also let your Business-leader know if you want to use your computer to share the Shaklee Business-building opportunity with others. He or she will be glad to send you an email with a pdf file of the presentation. Don't let anything stop or hinder you from getting the tools you need to succeed.

When you conduct an "in-home meeting," be sure to share both the products and Business-building opportunity. We have found most people will express more interest in the products than the business opportunity until they begin to understand the potential and benefits of having their own Shaklee Wellness business. You will actually do much better helping people with the products and business opportunity as you encourage people to do both.

***12. The most important thing to do in order to build your Shaklee Wellness business is to be committed and persistent.***

Shaklee's President Roger Barnett emphasizes how ***Perpetual Accelerated Momentum*** will result when you continue using and recommending Shaklee to others and teaching them how to do the same. Your Shaklee Wellness Business will continue growing faster and faster as you build momentum and overcome the natural inertia of life.

The following is a report from Collen Wagner on how well her “in-home meetings” have done.

“I’ve been keeping records on 1 Minerelles event I did back in March. At the time, I decided to keep track of this one because it was the one I was doing at my house to become comfortable presenting in a group setting.

I invited 5 soccer moms from a team Mike and I coached 1-1/2 years ago. 4 came, 1 brought a friend. That evening, I had 300 PV in orders placed by the 5 guests. Not earth shaking, but I was ok with it. 3 said they wanted to book their own event, 2 did the next day, the other did 2 weeks later. Another just booked a HHP for the 21st of this month for a total of 4 additional in-home events as a result from my first one with the 5 guests.

What’s exciting is the continued PV over the past 3 months that has been generated just from those 5 guests from the single Minerelles event I did in my home in March. As follows:

March	1075.69 PV	at our bonus level our earnings	\$322.70
April	1717.97 PV	at our bonus level our earnings	\$481.03
May	1560.79 PV	at our bonus level our earnings	\$436.97
Total	4354.45 PV	at our bonus level our earnings	\$1240.70 (PV bonus earnings so far)

These earnings do not include mark-ups (additional income) on all of the products that have been purchased.

Along with this, 2 HHP parties have taken place for a total of 5 events already done, 1 more coming up!!!

Now the best part ..... 3 of these guests are now Business builders in our group, one very active, the other just calling me yesterday to tell me she wants a Shaklee business!!!

Of course not all my events are this successful, the point is, but I can be. The others are averaging about 500 PV and some new members to do follow-up with!!!! I was asked to share this, what do you think? Good stuff, huh??!!!!!!”

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***13. Another great way to let people know about Shaklee is to have products displayed visually where other people can see the products in your home, office, or when you work at another location.***

For instance, painters and plumbers should have a Shaklee AirSource unit where they are working to protect themselves from the toxic fumes, plus it will cause people to ask, “What’s that?” People are often curious and will open the opportunity for you to share Shaklee with them, but you have to think of unique ways to make the products visible.

There are many other ways to share Shaklee with others. People often ask, “what do you do for a living” or “what line of work are you in?” You should have a good answer ready. It should be brief, to the point, and enticing. An example response could be, “I market products that help people improve their health and provide a phenomenal wellness Business-building opportunity.”

***14. The question now is “are you going to build your Shaklee Wellness business?”***

If so, set some goals! Go through these pages again and again until you know exactly what to do. Make a commitment to reach 2 Product Customers and 1 Business-builder this month. Then train your new Business-builder to do the same. Copy and give these pages to all new Business-builders and encourage them to duplicate what you are doing with them so they will do the same with others. This could be one of the most exciting and rewarding ventures of your life.

Take advantage of the new Shaklee Wellness opportunity to build your own business, be your own boss, set your own schedule, spend more time with your family, travel, and have an unlimited income potential. This is a revolutionary idea that only a few people will understand and grasp. Everyone will be affected by the natural “drag” and “inertia” of life. Turn your dreams into reality as you overcome any pessimism or hindrances that may slow you down or make you not want to get started. ***Go for it! The thrill of victory is waiting for you to get started — now!***