

HEALTH CHAT – SPORTS NUTRITION PRESENTATION SCRIPT

COVER SLIDE 1: SPORTS NUTRITION

Welcome your guests and thank them for their time and attention.

- Today's Health Chat focus is on sports nutrition, which is the study and practice of how nutrition and diet can affect or help improve athletic ability.

SLIDE 2: OPTIMAL SPORTS PERFORMANCE STARTS WITH A HEALTHY DIET

- Eat a variety of foods, including plenty of servings of colourful fruit and vegetables – not juices
- Choose whole grains, beans, and legumes
- Eat lean meats, fish, poultry, non-fat or low-fat dairy, and soy foods
- Select “healthy fats” – eat more omega-3 fatty acids and monounsaturated fats (olive oil, nuts, seeds)
- Avoid ALL trans fats and saturated fats

SLIDE 3: START THE DAY RIGHT... DON'T SKIP BREAKFAST

- Eating a good breakfast will give you nutrition and energy for the day
- Choose foods that are rich in protein and fibre
- And, no – drinking just coffee doesn't count as breakfast
- LifeShake™ makes an excellent, convenient, and healthy meal

SLIDE 4: OPTIMAL SPORTS NUTRITION BEGINS WITH A HEALTHY FOUNDATION

SLIDE 5: MAKING HEALTHY FOOD CHOICES EVERY SINGLE DAY CAN BE HARD

Vitalizer™ can help fill in nutrient gaps.

SLIDE 6: VITALIZER™

Tailored for men and women of all ages

Backed by 12 clinical studies with the nutrients your body needs to create the foundation for a healthier life

Supports heart, immune, bone, tissue, metabolic, cardiovascular, cognitive, joint, and digestive health

Vitalizer includes:

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

SLIDE 7: S.M.A.R.T.™ DELIVERY

Shaklee Micronutrient Advanced Release Technology™

A unique, patented delivery system designed to dramatically improve absorption of key nutrients

- Vita-Lea®:
Designed to dissolve in less than 30 minutes in the stomach and enhance absorption of folic acid from the patented micro coating.
- 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:
Enteric coating helps reduce fishy aftertaste by delivering omega-3 fatty acids, carotenoids, vitamin E, and other fat-soluble nutrients to the upper intestine.
- Optiflora® Probiotic:
Delivers healthy microflora to the lower intestine through our triple-layer encapsulation technology, protecting them from stomach acid.

SLIDE 8: LIFE SHAKE™: ONE SHAKE DOES IT ALL

Protein for building strong muscles and protective antibodies. 20 grams of ultra-pure, non-GMO plant-based protein per serving.

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

Healthy digestion and digestive comfort. With added digestive enzymes to provide comfort.

SLIDE 9: SHAKLEE PERFORMANCE™

Powered by nature, proven by science

Maximize your athletic performance and recover faster

SLIDE 10: PURE PROVEN PERFORMANCE

SHAKLEE PURE PERFORMANCE GUARANTEE

Shaklee contracts with the Banned Substances Control Group (BSCG) to perform analytic testing for banned and other substances on our entire Sports Nutrition product line.

- 485 compounds
- 274 substances banned in sports
- 211 additional substances not banned in sports (such as prescription or over-the-counter drugs)

SLIDE 11: SHAKLEE PURE PERFORMANCE TEAM ATHLETES HAVE EARNED 144 GOLD, SILVER, AND BRONZE MEDALS (TO DATE)

“As a competitive athlete at the world-class level, I was subject to 24/7/365 drug testing. I trusted Shaklee Performance to give me pure and clean nutrition so I could train and compete with confidence.”

Caryn Davies
Rowing, silver and two-time gold medallist
(London 2012, Beijing 2008, Athens 2004)

SLIDE 12: FUEL YOUR WORKOUT, FROM START TO FINISH

Products designed by Shaklee scientists and leading sports nutritionists to address the needs of every stage of physical activity

There are four key areas:

- **ENERGIZE:** improve physical performance and mental alertness
- **HYDRATE:** replenish electrolytes and increase endurance and stamina
- **BUILD:** protein with leucine to repair and build lean muscle faster
- **RECOVER:** reduce post-workout muscle soreness and optimize recovery

Shaklee Performance Sports Nutrition. Powered by nature, proven by science.

SLIDE 13: ENERGIZE

BEFORE YOU WORK OUT

Why is energy important?

No matter what your goal is, you want to have plenty of ENERGY for your workouts.

- Gets you motivated to work out
- Sustains energy during a workout
- Helps you stay focused
- Improves performance

SLIDE 14: ENERGIZE

BEFORE YOU WORK OUT

NATURAL CAFFEINE SOURCE

ENERGIZE

ENERGY CHEWS

Clean burst of energy to help you get that extra edge when you need it most. Contains a scientific blend of caffeine from natural green tea extract plus L-tyrosine, L-theanine, B vitamins, and vitamin D.

20 chews (10 servings)

Flavour: Citrus Burst

SLIDE 15: HYDRATE

WHILE YOU WORK OUT

- During physical activity, it's easy to become dehydrated
- When you're dehydrated, your body loses fluids and electrolytes, which can impact performance and cause you to become fatigued faster
- It's important to replenish electrolytes lost during physical activity
- Electrolytes help regulate nerve and muscle function, hydrate the body, and optimize performance

SLIDE 16: HYDRATE

WHILE YOU WORK OUT

CLINICALLY TESTED TO HYDRATE BETTER THAN WATER*

HYDRATE

LOW CALORIE ELECTROLYTE DRINK

Provides the essential electrolytes your body needs without the extra sugar, calories, and artificial ingredients typically found in leading rehydration beverages.

20 stick packs

Flavours: Orange, Lemon-Lime

*Clinical test used 2 sticks in 8 oz. (250 mL) of water

HYDRATE+

ENDURANCE ELECTROLYTE DRINK

Powered by our proprietary Opti-Lyte® blend of six electrolytes plus our unique mix of carbohydrates to deliver instant and sustained energy.

30 servings

Flavours: Orange, Lemon-Lime

SLIDE 17: BUILD

AFTER YOU WORK OUT

- Muscle tissue breaks down during exercise
- Protein is needed to rebuild muscle and increase the beneficial results of exercise
- Leucine, an essential amino acid, helps build lean muscle and burn fat

SLIDE 18: BUILD

AFTER YOU WORK OUT

RECOVER, BUILD, AND REPAIR LEAN MUSCLE FASTER

BUILD

ADVANCED PHYSIQUE® WHEY SHAKE, GRASS-FED SOURCE

Helps you recover, repair, and build lean muscle faster. Contains 50% more leucine* than traditional whey protein, the key branched-chain amino acid proven to help preserve and build lean muscle.

- No sugar added
- Contains the full spectrum of essential amino acids
- Fast absorbing and easy to digest
- For best results, take within 30 minutes after workout

20 servings

Flavours: Vanilla, Chocolate

*Based on leucine-to-protein ratio.

BUILD+

PHYSIQUE® + BIO-BUILD®

A pure, natural high-octane fuel for rapid muscle recovery. Our powerful Bio-Build® blend, a mix of intelligent-release protein and carbohydrates, is clinically shown to naturally activate the body's recovery process and delivers more energy to the muscle than either carbohydrates or protein alone.

- Physique® + Bio-Build® restores energy to your muscles when taken immediately after working out, and again two hours later

15 servings

Flavour: Banana

SLIDE 19: RECOVER

AFTER YOU WORK OUT

- It's important to give muscles time to repair, rebuild, and strengthen
- One main reason people stop exercising is from post-workout soreness and fatigue
- Under-recovery is more of an issue than overtraining or overexertion

SLIDE 20: RECOVER

AFTER YOU WORK OUT

RECOVER

P.M. RECOVERY COMPLEX

- Powered by an ultra-pure, polyphenol-rich tart cherry extract clinically proven to optimize recovery and reduce post-workout muscle soreness, which helps improve sleep quality
- Contains our patented pain relief blend to relieve pain caused by overexertion

- Clinically proven boswellia extract, along with safflower extract, helps relieve discomfort from overexertion and promote flexibility and comfortable movement

60 capsules (30 servings)

SLIDE 21: PERFORMANCE FITNESS PACK

Low-Calorie Sports Nutrition

FORMULATED TO:

- Enhance performance with less sugar and fewer calories
- Burn more fat and build lean muscle mass during your regular exercise routine
- Help you recover faster to stay on track

This pack is formulated for those who are engaged in spinning, strength, and cross-training classes or for people looking to tone their bodies and live a more active lifestyle.

INCLUDES:

- **Energize** Energy Chews
- **Hydrate** Low-Calorie Electrolyte Drink
- **Build** Advanced Physique® Whey Shake, Grass-Fed Source
- **Recover** P.M. Recovery Complex

SLIDE 22: PERFORMANCE ENDURANCE PACK

Designed for High-Intensity and Longer-Duration Exercise

FORMULATED TO:

- Take intensity to the next level with a perfect balance of protein and carbohydrates to give your body the energy it needs
- Help build firm, lean muscle, restore muscle energy, and support muscle repair
- Help you recover faster and train harder

This pack is formulated for those who are engaged in long-distance running or cycling, or any athlete involved in extended, high-intensity aerobic activities.

INCLUDES:

- **Energize** Energy Chews (2)
- **Hydrate+** Electrolyte Mix
- **Build+** Physique® + Bio-Build®
- **Recover** P.M. Recovery Complex

SLIDE 23: PERFORMANCE™ SPORTS NUTRITION FOR KIDS

SLIDE 24: PERFORMANCE FOR KIDS OF ALL AGES

KIDS: 5–12 YEARS OLD

HYDRATE: LOW-CALORIE ELECTROLYTE DRINK

HYDRATE+: ELECTROLYTE MIX

12 YEARS AND UP

BUILD: ADVANCED PHYSIQUE® WHEY SHAKE, GRASS-FED SOURCE

BUILD+: PHYSIQUE® + BIO-BUILD®

ENERGIZE: ENERGY CHEWS (**Supervised Use**)

SLIDE 25: SHARING SHAKLEE PERFORMANCE SPORTS NUTRITION

Enhance client performance with clinically proven sports nutrition products while providing an additional revenue stream for your business.

- Gym and fitness studio owners
- Fitness instructors, personal trainers and coaches
- Community sporting events: 5Ks, training camps, and corporate leagues
- Sports enthusiasts, weekend warriors, and professional athletes

SLIDE 26: SHAKLEE HEALTHPRINT™

YOUR PERSONALIZED HEALTH ASSESSMENT

Next Step:

- Five minutes
- 20 questions
- Receive your personalized Health Assessment

SLIDE 27: SHAKLEE GUARANTEE

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

SLIDE 28: ADD YOUR PERSONAL STORY HERE, ALONG WITH PHOTOS. OR. IF GIVING YOUR STORY VERBALLY, REMOVE SLIDE BEFORE PRESENTATION.

SLIDE 29: CLOSE THE HEALTH CHAT AND THANK YOUR GUESTS FOR COMING.

If concluding, offer people the opportunity asks more questions and place orders.

SLIDE 30: JULIE

- When she started to build her Shaklee business in Canada, Julie was the single mother of a 4-year-old boy.
- Because of her Shaklee income, Julie was able to purchase her own home, send her son to school, and take him on several Shaklee incentive trips, including a cruise. She's since earned and enjoyed visits to such sunny destinations as Mexico and Hawaii, but says, "Among my favourite Shaklee memories would have to be two amazing trips: Paris and Kenya. I took my

oldest son to Kenya. Both trips were once-in-a-lifetime chances, and they left me with memories I never dreamed would be possible.”

- Since then, Julie has remarried, and while her four additional children keep her busy, her Shaklee business continues to grow.
- Currently, Julie is a Senior Key Coordinator. In 2018, that leadership level had an average annual income of \$89,241 in Canada.

SLIDE 31: MARTHA AND IVAN

- Martha and Ivan were introduced to Shaklee in 1981. Like many successful Business Leaders, they started as product users. Martha was “desperately ill” at the time and wanted to do something about it. When she regained her health, she loved the products so much that she just had to share them.
- In 1990, she and Ivan became Shaklee Distributors, making the commitment to share the Shaklee business opportunity, too, helping thousands of people accomplish their physical and financial health goals, which enabled Martha and Ivan to achieve important goals of their own.
- As their business thrived, the couple began enjoying the tangible rewards of the Shaklee business, including travel to such exotic destinations as Bali, Kenya, Paris, and Bora Bora, and becoming members of the prestigious Shaklee Million Dollar Earners Club.
- More importantly, Shaklee products came into Martha’s life when she needed them most. Today, she’s a healthy and proud grandmother, a Wellness Coach at a holistic clinic, a speaker at international wellness conferences, and the author of more than 100 published health articles.
- Currently, Martha and Ivan are Master Coordinators. In 2018, that leadership level had an average annual income of \$199,842 in Canada.

SLIDE 32: OUR OPPORTUNITY

- **FLEXIBLE.** You can fit your business wherever you like in your busy life, and you can invest as much time as you want, setting your own goals for what you’d like to earn.
- **SIMPLE.** It’s simple to learn and to teach others. You don’t have to be a scientist or a nutritionist. Shaklee gives you access to all the power of Shaklee science through simple digital tools and resources including the Shaklee Healthprint™ assessment.
- **SOCIAL.** That means it’s also fun and engaging and can be a part of your conversations with people anytime and anywhere.
- **MOBILE.** You’re not sitting in an office or a store, and there’s no inventory requirement. It goes where you go because everything is accessible right from your smartphone.

SLIDE 33: COACH OTHERS, LEAD A TEAM

The more people you help, the more you can earn. **No limits.**

SLIDE 34: HOW DO YOU SEE YOURSELF FITTING IN?

- Thank you for taking the time to learn about our Sports Nutrition products. Think about what this could mean for your life and for the lives of the people you care about. I'd love to be able to welcome you to my team and support you in loving everything about your life – through Shaklee.
- What did you see in this presentation that piqued your interest?
- Do you have the balance of work, family, and leisure time that you'd like to have?
- Do you have the lifestyle you desire?
- If you could design a life that you truly love, and be in control of your time and finances, what would that look like?