

## Shaklee Health Chat – Sports Nutrition August 2017

**Health Chats are a great way to introduce guests to a health topic or Shaklee’s Monthly Product Focus.** Everything you need is in the Health Chat Tool Kit. Look for invitations and social posts on the All Tools page at MyShaklee.com.

**Health Chats are designed to be used different ways. For example, during:**

- A one-on-one conversation you can review on your iPad or iPhone
- Smaller group meetings you can present from your laptop
- Larger meetings or events used as the themed presentation
- Monthly Webcasts or zoom meetings for your team to participate in and invite guests
- Facebook Events in which you can feature slides and post accordingly

**The Health Chat format has been used by Shaklee Field Leaders as an approachable way to introduce prospects to Shaklee.** Also, when Members attend a Health Chat, they often express interest in learning more about the “share and earn” opportunity. A Health Chat can be anywhere from 15 to 30 minutes, depending on how much time you spend on each slide. We encourage you to include Field testimonials (pick a slide or two in sync with a Field Leader story) – examples include exercise, cleanse, pantry makeover. Include the leader’s two-minute story in the right spot. Most importantly, testimonials should be to the point and compliant.

And remember: always leave your audience wanting to learn more!

**A winning combination: Health Chat and Healthprint™.** One supports the other. Invite your guests to take the Healthprint assessment after the Health Chat to identify their health goals and recommendations. If they’ve already taken Healthprint, follow up and invite them to join a Health Chat to learn more about their health goals.

Either way, both are the beginning of a relationship. Follow up and start to build!

## Shaklee Health Chat – Sports Nutrition Health Script

Slide #	Title or Topic	Talking points
1.	Shaklee Health Chat	Hello and welcome to this Shaklee Health Chat! <ul style="list-style-type: none"><li>• I’m [name of Distributor] and I’m excited to share with you something I’m very passionate about: living healthy and sharing what I know about it with others.</li></ul>

2.	Sports Nutrition	<b>Today's Health Chat focus is on sports nutrition.</b>
3.	More Than 100 Years of Innovation by Dr. Shaklee and the Company He Founded	I'd like to start by telling you about Shaklee and our rich heritage. <ul style="list-style-type: none"> <li>• Dr. Shaklee invented the <b>first multivitamin in the United States</b> in 1915</li> <li>• In 1961, Dr. Shaklee created <b>one of the first soy protein isolate formulas</b></li> </ul>
4.	We Provide a Healthier Life of Everyone and a Better Life for Anyone	<b>Our mission is to provide a healthier life for everyone with our products and a better life for anyone with our earnings opportunity.</b> <ul style="list-style-type: none"> <li>• Everything Shaklee does is designed to promote Living in Harmony With Nature®</li> </ul>
5.	Purity and Safety Beyond Organic	Shaklee believes in unparalleled purity and safety – beyond organic. <ul style="list-style-type: none"> <li>• “Organic” is a method of growing; however, <b>it doesn't ensure purity</b></li> </ul>
6.	Beyond Organic	Our belief is that our quality standards go beyond how and where an ingredient is grown. <ul style="list-style-type: none"> <li>• <b>To ensure purity, we look to confirm the purity and potency of ingredients, from the creation of the product to the delivery to the customer</b></li> <li>• <b>We do this by conducting more than 100,000 quality tests per year and screening for more than 350 contaminants, pesticides, and impurities on every new botanical ingredient</b></li> <li>• <b>In fact, we believe your health is so important that Shaklee goes above and beyond the required amount of testing; this is three times the required number of tests from the United States Pharmacopeia</b></li> </ul>
7.	Shaklee Is Proven by Science	Shaklee has helped pioneer many of the advances in nutritional research. <ul style="list-style-type: none"> <li>• We have more than 135 published papers and scientific presentations</li> <li>• And we have more than 100 patents and patents pending in addition to exclusive sourcing arrangements</li> </ul>
8.	Proven by People With the Landmark Study	<ul style="list-style-type: none"> <li>• The <b>first study of its kind</b>, the Landmark Study evaluated health markers in long-term consumers of multiple Shaklee supplements – that is, those who used Shaklee for 20 to 43 years</li> <li>• This study was conducted in collaboration with the University of California, Berkeley, and it showed that <b>long-term users of multiple Shaklee supplements had double-digit health outcome advantages in four key biomarkers for better health</b> when compared with those who took another multivitamin or no supplements:</li> </ul>

		<ol style="list-style-type: none"> <li>1. Heart health – lower levels of triglycerides</li> <li>2. Cardiovascular health – lower cholesterol ratios</li> <li>3. Cognitive health – lower levels of homocysteine</li> <li>4. Biological stress – lower levels of C-reactive protein</li> </ol>
9.	When People Want to Do Extraordinary Things, They Call Shaklee	<p>We know that people benefit from Shaklee products:</p> <ul style="list-style-type: none"> <li>• Loyal product users are athletes who count on Shaklee to fuel their performances in world-class athletic competition; <b>Shaklee-sponsored athletes have earned a total of 137 medals!</b></li> <li>• Shaklee products <b>have also helped fuel astronauts in the NASA space program</b>, including Commander Mark Kelly, who flew the Space Shuttle <i>Endeavour</i> on missions to the International Space Station, and his twin brother, Captain Scott Kelly, who used Shaklee products during his year on the International Space Station</li> </ul>
10.	Shaklee Difference™	<p>We stand behind our products:</p> <ul style="list-style-type: none"> <li>• Shaklee products are <b>Safe, Proven, and Guaranteed</b></li> <li>• 100% customer satisfaction guaranteed – or your money back</li> <li>• That’s the Shaklee Difference</li> </ul>
11.	<b>Topic: Sports Nutrition</b>	<b>The focus of today’s Health Chat is sports nutrition.</b> Sports nutrition is the study and practice of how nutrition and diet can affect or help improve athletic ability.
12.	Performance™	<p><b>We’re going to look at how you can maximize your athletic performance and recover faster with advanced formulas powered by nature and proven by science.</b></p> <p><b>Shaklee Performance is a newly designed line of products</b> with new options for all types of athletes.</p>
13.	Fuel Your Workout From Start to Finish	<p><b>Performance sports nutrition products are designed by Shaklee scientists and leading sports nutritionists to address the needs of every stage of physical activity.</b></p> <p>There are four key stages, or areas:</p> <ul style="list-style-type: none"> <li>• Energize</li> <li>• Hydrate</li> <li>• Build</li> <li>• Recover</li> </ul>

		<b>This is our most advanced and effective sports nutrition line ever! We have products that can meet everyone's needs when it comes to sports nutrition.</b>
14.	Shaklee-Powered Athletes Bring Home Gold	<p>Shaklee has powered more elite athletes (winners of 137 gold, silver, and bronze medals) and fuelled more expeditions that pushed the limits of the human body than any other company in the world.</p> <p>Here's what athlete Caryn Davies has to say:          "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."</p> <p>Performance sports nutrition products are guaranteed to be safe and free from banned substances.</p>
15.	Pure Proven Performance	<p><b>At Shaklee we have a Pure Performance Guarantee:</b></p> <ul style="list-style-type: none"> <li>• 100% guaranteed to be safe and free from banned substances</li> <li>• We test every new botanical ingredient for more than 350 chemicals and contaminants</li> <li>• Shaklee conducts more than 100,000 quality tests per year on our nutritional products</li> <li>• No artificial flavours, sweeteners, colours, or preservatives added</li> <li>• Gluten free</li> </ul>
16.	Energize, Hydrate, Build, Recover	<p>There are four main areas you'll want to look at to fuel your workout from start to finish. They are:</p> <ol style="list-style-type: none"> <li>1. Energize</li> <li>2. Hydrate</li> <li>3. Build</li> <li>4. Recover</li> </ol> <p>These are the most important areas to help your body perform at its best before, during, and after exercise.</p> <p>Individual needs differ in each of these four areas based on exercise routines and activity levels.</p>
17.	Energize	<p>Let's look at each area, starting with energize.          Why is <b>energy</b> important?</p>

		<p>No matter what your goal is, you want to have plenty of <b>energy</b> for your workouts because it:</p> <ul style="list-style-type: none"> <li>• Gets you motivated to work out</li> <li>• Helps keep you going during a workout</li> <li>• Helps you stay alert</li> <li>• Improves physical performance</li> </ul> <p>We all need <b>energy</b> to keep us alert and ready to meet physical challenges.</p> <p>In the case of the athlete who's in an endurance event, there's more of a need for that energy to be in the form of calories before, during, and after the event.</p> <p>For a gym workout, a lower-calorie or zero-calorie option could be the way to go, with the lift coming from such ingredients as guayusa [pronounced gwy-YOO-sah] and coffee bean extracts.</p>
18.	Hydrate	<p><b>Why hydrate?</b></p> <p>When we sweat, we lose electrolytes – and these need to be replaced.</p> <ul style="list-style-type: none"> <li>• Active adults and athletes experience dehydration and loss of electrolytes (ions including sodium, potassium, chloride, bicarbonate, and more) through sweating during intense workouts. Even mild dehydration affects performance.</li> <li>• Electrolytes play multiple roles in the body, including supporting nerve signal transmission and normal fluid movement in and out of cells.</li> <li>• It's important to replenish electrolytes and water to perform at your best. Electrolytes also aid in the absorption of water.</li> </ul> <p>We need to stay <b>hydrated</b> and we need to replenish electrolytes to help improve endurance and stamina.</p>
19.	Build	<p>A third goal of most exercise is to <b>build</b> muscle so we can be lean and strong.</p> <ul style="list-style-type: none"> <li>• Exercise can cause muscle damage, and can also signal to a muscle the need to get stronger.</li> <li>• After a workout or competition, you need the right nutrition to help you recover. High-quality dietary protein in the right amount in the critical window after exertion helps repair and build muscles.</li> <li>• When endurance athletes consume carbohydrates along with protein during recovery, less of the dietary protein gets burned as fuel – therefore, more can be used to build muscle.</li> </ul>

20.	Recover	<p>And, finally, we need the right nutrients after a workout or competition to help us <b>recover</b>.</p> <ul style="list-style-type: none"> <li>• Being sore from a workout is one of the main reasons why people stop exercising. Exertion can lead to stiffness the next day.</li> <li>• It's important to give muscles time to repair, rebuild, and strengthen.</li> <li>• There's evidence that the right nutrition after a workout can help minimize muscle soreness. Being able to minimize delayed onset muscle soreness can help keep your training efforts on track and prevent you from becoming discouraged and dropping your performance objectives.</li> </ul> <p>We call this delayed onset muscle soreness – or DOMS, for short.</p>
21.	Fitness or Endurance?	<p>Individual needs differ based on exercise routines and activity levels.</p> <p>Pick your performance level: Fitness or Endurance. Which one's right for you?</p>
22.	Fitness Athletes	<p>The first type of athlete we'll look at is the lifestyle or fitness athlete.</p> <p>These athletes are <b>looking to tone their bodies and live a more active lifestyle</b>.</p> <p>For example, they're athletes who do:</p> <ul style="list-style-type: none"> <li>• Spinning, strength, or cross-training classes</li> <li>• Moderate aerobic activity at least 2.5 hours a week</li> <li>• Aerobic or cardio activities – faster breathing, heart working harder – such as walking, running, cycling, or swimming</li> </ul>
23.	Performance Fitness Pack	<p><b>The Performance Fitness Pack is designed for fitness athletes, including those who take spinning, strength, or cross-training classes, or people who are looking to tone their bodies and live a more active lifestyle.</b></p> <p><b>This pack is designed to:</b></p> <ul style="list-style-type: none"> <li>• <b>Enhance performance with less sugar and fewer calories</b></li> <li>• <b>Help you burn more fat and build lean muscle mass during your regular exercise routine</b></li> <li>• <b>Help you recover faster to stay on track</b></li> </ul> <p><b>It includes:</b></p> <ul style="list-style-type: none"> <li>• <b>Zero-Calorie Energy Drink</b></li> <li>• <b>Low-Calorie Electrolyte Drink</b></li> </ul>

		<ul style="list-style-type: none"> <li>• <b>Advanced Physique® Whey Shake, Grass-Fed Source</b></li> <li>• <b>P.M. Recovery Complex</b></li> </ul> <p><b>Member Price: \$152.45</b></p>
24.	Energize (Fitness)	<p><b>Zero-Calorie Energy Drink</b> delivers clean energy without the artificial ingredients found in traditional energy drinks.</p> <ul style="list-style-type: none"> <li>+ <b>Promotes endurance and enhances motor performance</b></li> <li>+ <b>Powered by guayusa and green coffee bean extracts, plus natural caffeine</b></li> <li>+ <b>Zero calories</b></li> </ul> <p><b>20 stick packs</b> Flavour: lemon-lime</p>
25.	Hydrate (Fitness)	<p><b>Low-Calorie Electrolyte Drink</b> provides the essential electrolytes your body needs without the extra sugar, calories, and artificial ingredients typically found in leading rehydration beverages.</p> <ul style="list-style-type: none"> <li>+ <b>Replenishes electrolytes lost during physical activity</b></li> <li>+ <b>Contains more electrolytes than the leading brand*</b></li> <li>+ <b>Clinically tested to hydrate better than water*</b></li> <li>+ <b>Includes natural electrolytes from coconut water powder</b></li> <li>+ <b>Only 1 g of added organic sugar per serving</b></li> </ul> <p><b>20 stick packs</b> Flavours: orange, lemon-lime</p> <p><small>*Using 2 stick packs in 8 oz. (250 mL) of water.</small></p>
26.	Build (Fitness)	<p><b>Advanced Physique® Whey Shake, Grass-Fed Source</b> helps repair muscles and helps you recover faster. It contains 50% more leucine* than traditional whey protein, the key branched-chain amino acid proven to help preserve and build lean muscle.</p> <ul style="list-style-type: none"> <li>+ <b>Builds and repairs lean muscle faster</b></li> <li>+ <b>Powered by Leucine®</b></li> <li>+ <b>Easy to digest</b></li> <li>+ <b>Contains the full spectrum of essential amino acids</b></li> <li>+ <b>No added sugar</b></li> </ul>

		<p><b>20 servings</b> Flavours: chocolate, vanilla</p> <p>*Based on leucine-to-protein ratio.</p>
27.	Recover- (Fitness and Endurance)	<p><b>P.M. Recovery Complex</b> is powered by an ultra-pure, polyphenol-rich tart cherry extract proven to optimize recovery and reduce post workout muscle soreness, which helps improve sleep quality.</p> <p><b>+ Superior, ultra-pure tart cherry extract</b> <b>+ Key active is clinically shown to reduce exercise-induced muscle soreness and optimize recovery</b> <b>+ Contains our patented pain relief blend to relieve pain caused by overexertion</b></p> <p><b>60 capsules (30 servings)</b></p>
28.	Endurance athletes	<p>Now we'll look at athletes with different nutritional needs: endurance athletes.</p> <p>These are <b>athletes who are involved in extended, high-intensity aerobic activities.</b></p> <p><b>For example:</b></p> <ul style="list-style-type: none"> <li>• Marathon runners, long-distance cyclists, and soccer players</li> <li>• Those who exercise to increase endurance</li> <li>• Competitive swimmers and triathletes</li> <li>• Rowers and cross country skiers</li> </ul>
29.	Performance Endurance Pack	<p><b>The Performance Endurance Pack is designed for endurance athletes – that is, those who participate in high-intensity and long-duration exercise. These athletes include marathon runners, long-distance cyclists, soccer players, or anyone involved in extended, high-intensity aerobic activities.</b></p> <p><b>This pack is designed to:</b></p> <ul style="list-style-type: none"> <li>• <b>Take intensity to the next level with a perfect balance of protein and carbohydrates to give your body the energy it needs</b></li> <li>• <b>Help build firm, lean muscle; restore muscle energy; and support muscle repair</b></li> <li>• <b>Help you recover faster so you can train harder</b></li> </ul> <p><b>It includes:</b></p>



		<b>Energy Chews (2 packs)</b> <b>Endurance Electrolyte Drink</b> <b>Physique® + Bio-Build® Recovery Shake</b> <b>P.M. Recovery Complex</b>  <b>MP: \$172.40</b>
30.	Energize+ (Endurance)	<b>Energy Chews</b> provide a clean burst of energy to help you get that extra edge when you need it most. Each chew contains a scientific blend of caffeine from natural green tea extract, plus L-tyrosine, L-theanine, B vitamins, and vitamin D.  <b>+ Sustain energy</b> <b>+ Improve performance</b> <b>+ Help you stay alert</b> <b>+ Help you sharpen focus</b>  <b>20 chews (10 servings)</b> Flavour: citrus burst
31.	Hydrate+ (Endurance)	<b>Endurance Electrolyte Drink</b> is powered by our proprietary OptiLyte® blend of electrolytes plus our unique mix of carbohydrates to deliver instant and sustained energy.  <b>+ Clinically proven for enhanced hydration</b> <b>+ Maintains blood glucose levels to sustain intense energy output and increase stamina</b> <b>+ Increases endurance for better athletic performance</b>  <b>30 servings</b> Flavours: lemon-lime, orange
32.	Build+ (Endurance)	<b>Physique® + Bio-Build® Recovery Shake</b> is a safe, 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.  <b>+ Helps build muscles</b> <b>+ Helps restore muscle energy</b> <b>+ Supports muscle repair</b> <b>+ Promotes rapid recovery</b>

		<p><b>15 servings</b> Flavour: banana</p>
33.	Recover (Fitness and Endurance)	<p><b>P.M. Recovery Complex</b> is powered by an ultra-pure, polyphenol-rich tart cherry extract proven to optimize recovery and reduce post workout muscle soreness, which helps improve sleep quality.</p> <p><b>+ Superior, ultra-pure tart cherry extract</b>  <b>+ Key active is clinically shown to reduce exercise-induced muscle soreness and optimize recovery</b>  <b>+ Contains our patented pain relief blend to relieve pain caused by overexertion</b></p> <p><b>60 capsules (30 servings)</b></p>
34.	Shaklee Fit	<p><b>Think of partnerships:</b></p> <ul style="list-style-type: none"> <li>• <b>Who: fitness studio owners and instructors, yoga and Zumba instructors, personal trainers, athletes</b></li> <li>• <b>Why: to provide additional income beyond their studios and gyms, and help increase client retention streams</b></li> </ul>
35.	Shaklee Healthprint™	<p><b>As we finish our Health Chat, we'd like to send you a link to take the Shaklee Healthprint assessment:</b></p> <ul style="list-style-type: none"> <li>• Allows us to better serve and support you with your health goals</li> <li>• Takes 5 minutes to complete</li> <li>• 20 questions designed to focus on what's important to you: <ul style="list-style-type: none"> <li>- You'll receive a Health and Wellness Score based on where you are relative to your goals</li> <li>- It will give you health insights with recommendations and educational content</li> </ul> </li> </ul>
36.	Healthprint Goal: Maximize Your Athletic Performance	<p>This is an example of a health goal recommendation when you choose to maximize your athletic performance:</p> <p>Maximizing your athletic performance requires regular exercise, a healthy diet, and a comprehensive line of sports nutrition products designed to help you perform better.</p> <p>Whether you're a fitness focused lifestyle athlete or a high-intensity, endurance athlete, you'll need to fuel your body every stage of the way. Be sure to start your workout hydrated and energized, and continue hydrating while you exercise. Post-workout, some protein will help you recover</p>

		<p>faster. To keep focused and enhance your results, set clear training goals and track your progress. Finally, never underestimate the importance of a good night's sleep, a key step for muscle recovery and a productive workout the next day.</p>
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