

Healthy Home Live Younger Longer Event Presentation Script

Cover slide: HEALTHY HOME

- Today I want to introduce you to Shaklee healthy cleaning solutions to help you and your family. And I'll share with you a way to earn an extra income that can help you get on the path to creating a life you can truly love – by sharing those products with others.

Slide 2: HOME SHOULD BE THE SAFEST PLACE IN THE WORLD

- When it comes to being your healthiest self, what you put **around** your body is just as important as what you put **in** your body.
- That's why we believe your home should be the safest place in the world.

Slide 3: YOUR HOME

- Chemical pollutants have been found to be 2 to 5 times higher inside our homes than outside.
- Long-term exposure to chemicals inside our homes may be harmful to us and our families.

Slide 4: COMMON HOUSEHOLD CLEANERS

- Statistics show that common household cleaners give off fumes that can potentially increase the risk of children developing asthma.
- In North America, 25 million children suffer from asthma.
- And 1 in 10 school-aged kids have asthma.

Slide 5: WHAT'S INDOOR AIR POLLUTION?

- Indoor air pollution consists of toxic gases or particles that can be harmful to your health. These pollutants can build up rapidly indoors to levels much higher than those usually found outdoors.
- This is especially true if large amounts of a pollutant are released indoors. Moreover, "tighter" construction in newer homes can prevent pollutants from escaping to the outdoors.

Sources: Government of Canada, California Environmental Protection Agency Air Resources Board.

Slide 6: POTENTIAL HEALTH EFFECTS FROM INDOOR AIR POLLUTION

- Respiratory irritation
- Bronchitis, emphysema
- Eye, nose, and throat irritation
- Respiratory infections in children
- Headaches
- Nausea

Slide 7: YOU CAN TAKE ACTION

- You can take simple precautions to help limit your exposure to indoor air pollutants.
- **Use products safely.** Paints, glues, and cleaning agents should be used outdoors when possible. If used indoors, adequate ventilation should be available.
- **Restrict smoking.** Cigarette smoke contains many toxic pollutants that are harmful to both smokers and non-smokers, and should be restricted to outdoor areas.
- **Use appliances properly.** Wood-burning stoves and fireplaces should only be used to burn wood that's properly sized and aged so as not to give off toxic fumes.
- **Select building materials and furniture carefully.** Some types of plywood and particleboard can emit significant amounts of formaldehyde or other gaseous pollutants. Try to avoid these types of products.
- **Practise good housekeeping.** Frequent housecleaning removes dust and moulds to help maintain good indoor air quality.
- **Provide adequate ventilation.** You can increase ventilation by opening doors and windows. To remove pollutants, use kitchen and bathroom exhaust fans that are vented to the outdoors.
- **Eliminate use of toxic chemicals** at home. Opt for natural substitutes.

Slide 8: WHAT'S UNDER YOUR SINK?

- Many common household cleaners contain chemicals that can be harmful to you and your family.
- **Chlorine bleach** is the chemical most frequently involved in household poisonings in North America. It's corrosive, which means it can irritate or burn your skin or eyes. When mixed with certain other chemicals or cleaners, it can produce toxic gases that can damage your lungs or even be fatal.
- **Degreasers** may contain petroleum distillates, which can damage lung tissues and dissolve fatty tissue around nerve cells.
- **Glass cleaners** may contain ammonia. Ammonia fumes can irritate the skin, eyes, and respiratory system.
- **Oven cleaners** can be among the most dangerous cleaning products. They can cause severe damage to the eyes, skin, mouth, and throat.
- **Toilet bowl cleaners** can be extremely dangerous cleaning products. They can be harmful if inhaled – and fatal if swallowed.

Slide 9: LOOK FOR HARMFUL INGREDIENTS

- **Hydrochloric acid** may be found in:
 - Odour eliminators
 - Toilet bowl cleaners
- **Butyl Cellosolve™** may be found in:
 - All-purpose cleaners
 - Cleaning wipes
 - Degreasers

- Floor polish
- Rug shampoos
- Toilet bowl cleaners
- Tub and tile cleaners
- Window cleaners

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Slide 10: SHAKLEE HAS NON-TOXIC, NATURAL CLEANING OPTIONS

- The Shaklee science team has done the research and discovered a safe way to ensure that our cleaning products leave your home clean and toxin free.
- Shaklee cleaning products DO NOT contain:
 - Volatile organic compounds (VOCs)
 - Kerosene
 - Phenol
 - Cresol
 - Lye
 - Hydrochloric acid
 - Sulfuric acid
 - Sulfamic acid
 - Petroleum distillates
 - Ammonia
 - Butyl Cellosolve™
 - Phosphoric acid
 - Formaldehyde
 - Chlorine bleach
 - Morpholine

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Slide 11: GET CLEAN® PRODUCTS

- Shaklee Get Clean products include ingredients from natural sources.
 - They're made with biodegradable surfactants
 - All packaging is recyclable
 - Our dryer sheets are also recyclable
- They never contain:
 - Chlorine bleach
 - Phosphates
 - Nitrates
 - Volatile organic compounds (VOCs)
- And Shaklee doesn't test its products on animals.

Slide 12: BASIC H²® ORGANIC SUPER CLEANING CONCENTRATE

- In 1960, Shaklee introduced Basic-H[®], one of the first biodegradable, non-toxic cleaners.
- Today there's Basic H², which is pronounced **Basic H Squared**. One 473 mL bottle equals the number of cleaning uses of 5,824 bottles of Windex[®] (at 769 mL per bottle).
- Basic H² makes 181 litres of all-purpose cleaner, comes in recyclable packaging, and is available in convenient disposable wipes.
- It's a safe, natural formula with sustainably sourced ingredients derived from corn and coconuts.
- And it doesn't contain:
 - Phosphates, dyes, toxins, toxic fumes, hazardous chemicals, fragrances, or chlorine

Slide 13: BASIC H²®: THREE CLEANERS IN ONE PRODUCT

- One 473 mL bottle makes three cleaners, determined by the concentration you use:
 - All-purpose cleaner
 - Window cleaner
 - Powerful degreaser

Slide 14: GET CLEAN[®] IN THE BATHROOM

- We believe cleaners shouldn't leave behind more toxins than the toxins they're supposed to clean.

Slide 15: BASIC H²® ORGANIC SUPER CLEANING WIPES

- Basic H² Organic Super Cleaning Wipes have all the biodegradable cleaning capability of Basic H² in a convenient wipe.
- They remove dirt, grease, and grime from any washable surface.
- They have a no-rinse, no-residue, streak-free formula.
- They help prevent fogging on glass.
- These pre-moistened, fragrance-free multitaskers don't contain any bleach or alcohol

Slide 16: GET CLEAN[®] IN THE KITCHEN

- We believe in cleaning out the oven without cleaning out your nasal passages.

Slide 17: SCOUR OFF™ HEAVY-DUTY PASTE

- Scour Off is a customer favourite: a heavy-duty paste for tough cleaning jobs.
- It's non-toxic, with natural mineral abrasives and biodegradable surfactants.
- It's formulated without phosphates, harsh chemicals, or toxic fumes, so it won't burn your nose while you're cleaning.
- It removes the toughest dried-on splatters and spills, burned-on grease, and baked-on foods, and it's safe to use on sinks, tile, grout, ovens, ovenproof glass, stovetops, ceramic tiles, porcelain sinks, and baked enamel.

Slide 18: DISH WASHER AUTOMATIC POWDER CONCENTRATE

- Dish Washer Automatic Powder Concentrate cleans 48 dishwasher loads.
- And it's free of chlorine bleach.

Slide 19: GET CLEAN® LOVES HANDS

- **Hand Dish Wash Liquid Concentrate** is a super dishwashing liquid that tackles greasy dishes but has a non-drying formula that's gentle on your hands.
 - Only a few drops are needed to remove soil, grease, and grime
 - It leaves dishes sparkling clean
 - And you'll love its long-lasting suds
 - The hypoallergenic, fresh-scented formula is made from sustainably sourced, plant-based ingredients
 - It's non-toxic, has biodegradable surfactants, and contains no phosphates
- **Hand Wash Concentrate** is a super mild, conditioning hand wash.
 - Moisturizes with wheat germ oil and algae extract
 - Soothes with aloe, marshmallow, and linden flower extracts
 - Energizes with rosemary
- Here are a few household tips you might want to try:
 - Only 1 tablespoon of Basic H²® per gallon of water can be used to mop floors
 - Clean hairbrushes and combs with a few drops of Basic H² mixed with warm water
 - Use Hand Dish Wash Liquid Concentrate to keep kitchen and bathroom countertops clean longer

Slide 20: GET CLEAN® IN THE LAUNDRY ROOM

- We believe in a wash that's anything but wishy.

Slide 21: FRESH LAUNDRY CONCENTRATE HE COMPATIBLE

- You won't find a more earth-friendly, powerful laundry concentrate on the market. It's also a terrific spot remover – so you get two cleaners in one!
 - Fresh Laundry Concentrate is available in a light-fragrance version and a fragrance-free version
 - Its triple-concentrated formula cleans and removes tough spots
 - It works with both high-efficiency (HE) and standard washing machines
 - One small bottle cleans 32 loads
 - Its hypoallergenic, non-chlorinated formula contains natural corn- and coconut-based ingredients, plus an enzyme booster to fight tough stains
 - When used as a liquid laundry concentrate, it's 26% better at soil removal than Method® 8X Laundry Detergent and 240% better than Whole Foods® Organic Laundry Detergent 3X.*
 - When used as a stain remover, it's 40% more effective than OxiClean® Laundry Stain Remover.*

*Source: Sterling Laboratories. These performance comparisons were conducted on October 15 and October 30, 2015, and are valid only for the products marketed at that time. Reviewed March 16, 2017. All trademarks are the property of their respective owners.

Slide 22: NATURE BRIGHT® AND SOFT FABRIC

- **Nature Bright Laundry Booster and Stain Remover** brightens whites and colours and takes out even the toughest stains.
 - One scoop boosts colour tones and brightens whites
 - Formulated with a bleach alternative to get clothes extra bright
 - Biodegradable-surfactant formula contains no phosphates
- **Soft Fabric Concentrate** (not pictured)
 - Reduces wrinkles and controls static cling
 - One small bottle softens 64 loads
 - Works with both standard and HE machines
 - Concentrated, non-toxic, and biodegradable-surfactant formula contains a special plant-based ingredient that acts as a natural softener
 - Softens:
 - 68% more loads than the same amount of Ultra Downy® Free & Gentle Liquid*
 - 60% more than Snuggle® Free Clear*
 - 190% more than Suavitel®*

*Source: Sterling Laboratories. These label comparisons were conducted on Dec. 10, 2015, and are valid only for the products marketed at that time. Reviewed March 16, 2017. All trademarks are the property of their respective owners.

- **Soft Fabric Dryer Sheets** are fragrance and dye free.
 - Each sheet breaks into two in the dryer for even distribution
 - Helps prevent wrinkles and reduce static cling
 - Safe for all washable fabrics
 - Biodegradable, vegetable-based dryer sheets contain no fragrances or dyes
 - Softens:
 - 18% better than Seventh Generation® Natural Fabric Softener Sheets*
 - 12% better than Bounce® Free & Gentle™ Dryer Sheets*
 - 16% better than 365® Every Day Value Fabric Softening Dryer Sheets and 190% better than Suavitel®*

*Source: Shaklee Corporation. These performance comparisons were conducted on Sept. 21, 2015, and are valid only for the products marketed at that time. Reviewed March 16, 2017. All trademarks are the property of their respective owners.

- Here are some great laundry tips:
 - Use Fresh Laundry Concentrate as a pre-spot remover.
 - For red wine stains, apply Basic H²® Organic Super Cleaning Concentrate at full strength. Rinse or wash well.
 - Wash woolens, nylons, and fine fabrics in a basin of lukewarm water with 1/2 teaspoon of Basic H² added.

Slide 23: 100% GUARANTEED

- All Shaklee products are 100% guaranteed.
- If you're not satisfied with any one of our Shaklee products, you can send it back to us for a full refund, even if the container is empty. No questions asked.

Slide 24: SHARING SHAKLEE NUTRITION

- So, how can Shaklee products help you love your life? By sharing your passion for them with others and helping them live younger longer, too.

Slide 25: SHARE YOUR STORY

- *Share your own 2-minute story about how the Shaklee Business Opportunity has changed your life.*

Slide 26: 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 2017, that leadership level had an average annual income of \$103,561 in Canada.

Slide 27: MARTHA & 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 2017, that leadership level had an average annual income of \$190,665 in Canada.

Slide 28: OUR OPPORTUNITY

- It's 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.
- It's simple to learn and 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, such as the Shaklee Healthprint™ assessment.
- It's social. That means it's also fun, engaging, and can be a part of your conversations with people anytime and anywhere.
- And, of course, it's mobile. You're not sitting in an office or in a store. There's no inventory requirement. It goes where you go, because everything is accessible right from your phone.

Slide 29: THE DREAM PLAN

- The Shaklee Business is powered by the Dream Plan – compensation for sharing Shaklee products with others that rewards you in many different ways throughout your Shaklee career.

Slide 30: HOW DO YOU SEE YOURSELF FITTING IN?

- 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?

Slide 31: JOIN AS A DISTRIBUTOR

- Join Shaklee as a Distributor with the purchase of a Distributor Welcome Kit for only \$49.95.
- Or join as a Qualified Distributor with the purchase of a collection of products called a Success Pack, start experiencing those products for yourself, and start sharing your experience with others.
- When you do, you'll be able to begin earning what we call Success Bonuses. The great thing about these bonuses is that they're cash paid daily (the first business day after someone joins with a product purchase). So, if you're on Direct Deposit, there's no waiting period to see the results of your efforts.
- This is a way to earn the extra cash you may need, whenever you need it. There's no time limit, and no limit to the number of times you can earn.

Slide 32: FAMILY SUCCESS PACK

- Get started by sharing Shaklee! And when you purchase the Family Success Pack, you save 18% off the Member Price.
- **Family Success Pack – Value: \$558 | You pay: \$335**

Slide 33: JOIN AS A MEMBER

- If you'd like to try our products and pay low Member pricing, you can choose to join Shaklee as a Member.
- When you join as a Preferred Member by placing a minimum \$150 order on AutoShip in your first full calendar month, you also enjoy the exclusive benefit of free shipping on all \$150 AutoShip orders, up to 11.75% off of Preferred Member Special Value Packs in your first three full months, and other special Preferred Member promotions.

Slide 34: WE'D LOVE YOU TO JOIN OUR TEAM

- Thank you for taking the time to learn about Shaklee earth-friendly household cleaners. I encourage you to think about what this could mean for your life – and the lives of 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.