

Opportunity Presentation – August 2018

Slide #	Title or Topic	Speaking Points
1.	Love Your Life The Shaklee Business	<ul style="list-style-type: none">• Hello and welcome!• Thank you for giving me the opportunity to share something with you that I feel very passionate about.• It's about identifying your dreams and goals, finding your purpose, and having a simple path for achieving what you want most from your life.
2.	People Are Looking For...	<ul style="list-style-type: none">• People join Shaklee for lots of different reasons: to support the goal of creating a healthier lifestyle, as a fun way to earn extra income, or to find a way to build something significant for themselves or their family's future.• Often, they want something to change in their lives: more time with family and friends, recognition, a sense of purpose, or independence.• Which of these needs resonates with you?• When I joined Shaklee, what I was looking for was ...
3.	Questions People Ask...	<ul style="list-style-type: none">• In today's economy, there are suddenly lots of ways to earn extra income: part-time jobs, side hustles, "gigs," and so on.• As you evaluate these options, you'll want to have answers to the following types of questions:• What kind of company is this? Is it consistent with my values? Is it stable or will it disappear in a couple of years? Does it come from a place of quality and integrity? Can I trust it with my reputation?• How much can I earn? Are there limits?• What do I have to do to earn that money? Is this an opportunity to build something of value, something lasting? Or am I simply trading my time for money? Is it something I'd enjoy doing? Can I fit it into my really busy life?

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4.	Why People Choose Shaklee	<ul style="list-style-type: none">• Here's where I get to tell you a few of the reasons I chose Shaklee and why I'm crazy about this company, our products, and the amazing community I'm part of.• First, it's a company with a mission: to provide a healthier life for everyone and a better life for anyone who wants to earn additional income.• Our founder pretty much started the whole health and wellness industry with the creation of the first multivitamin in the United States more than 100 years ago. With our visionary CEO, we're on the path to become the number #1 wellness brand in the world.• In this business, you're only successful when you help others, and that attracts people of quality and integrity – people dedicated to your success who also have real heart, a real sense of purpose, and a real desire to help others achieve what they want in their lives.• We're also the only company to have clinical proof that you can live younger longer – but more on that later.
5.	Fastest-Growing Product Categories	<ul style="list-style-type: none">• A sustainable business opportunity – one that won't disappear but will allow you to keep growing – needs to be anchored in market trends that are expanding, not shrinking over time.• Shaklee is in the fastest-growing global category: Health and Wellness. With products that help you have more energy, help you lose weight, or help you look as young on the outside as you feel on the inside, Shaklee has something for everyone.• And the fastest-growing segments in these categories are in the “natural” products.• The products are “consumables” – people buy them every month – and that means the possibility of ongoing income for you.• At last count, Shaklee consumers used the products for an average of 10.8 years. That means repeat purchases and long-term relationships for your business.

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6.	Products that Make a Difference	<ul style="list-style-type: none">• Shaklee offers products for every person and for every household.• And each of these categories makes a real difference in the health of people on a global scale.• Shaklee Nutrition is the choice of more than 2 million people globally, and through their Personal Health Plans show clinical proof of better health markers by double digits.• Shaklee Healthy Weight products have helped people lose more than 2 million pounds and 1 million inches – and counting.• Shaklee Skin Care has been proven to erase the appearance of a decade of aging; 100% of women were clinically proven to have younger-looking skin.• Non-toxic Shaklee Healthy Home products have kept 20.4 billion plastic bottles from landfills.
7.	Income	<ul style="list-style-type: none">• Since its founding in 1956, Shaklee has paid nearly \$9 billion in commissions to people like me (and you).• Month after month, decade after decade, year after year, Shaklee pays these commissions accurately and on time.• And every year, more than 1,000 people who have accumulated more than \$1 million in their Shaklee careers – and have crossed the stage to be recognized by their peers.
8.	Community	<ul style="list-style-type: none">• For those of us who are building a Shaklee business, it's usually about much more than the money.• More than any group of people I've ever known, Shaklee leaders have a sense of purpose and a strong desire to help people and the planet become healthier.• The company leads by example, investing in neutralizing its carbon footprint and helping people who suffer from the impact of climate change with an ever-increasing number of mega storms – hurricanes and tornadoes – and wildfires due to drought conditions.• We also partnered with the first person to win the Nobel Peace Prize for the environment – Dr. Wangari Maathai – to plant a million trees, and we're still helping in reforestation efforts.

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9.	Dr. Shaklee	<ul style="list-style-type: none"> • This culture of putting other people and their needs first, and caring for the environment, originated with our founder, Dr. Forrest Shaklee. • He was a philosopher and an innovator. The foundation of his philosophy for health was to live in harmony with nature. He also taught that the best approach to business was to follow the Golden Rule: treat others as you yourself would like to be treated. • Dr. Shaklee pioneered the Health and Wellness industry when he created the first multivitamin in the United States more than 100 years ago.
10.	100 Years of Innovation	<ul style="list-style-type: none"> • In addition, Dr. Shaklee created the world's first plant-based protein supplement, made with soy lecithin. • We also created the first official Earth Day product, which was one of the first biodegradable household cleaners in North America. • We followed that with some of the earliest phosphate-free laundry and dishwashing products. • We developed innovative sustained-release delivery systems for natural supplements. • We pioneered the Sports Nutrition industry by creating and then testing formulas for hydration and recovery. • We were the first company in the world to become Climate Neutral® certified. • Our commitment to finding the best botanical ingredients and formulas is reflected in 100+ patents and patents pending on Shaklee products.
11.	Clinical Proof You Can Live Younger Longer	<ul style="list-style-type: none"> • Not only are Shaklee products created in harmony with nature; they're also clinically proven. • The Landmark Study is the most important independent study of long-term, multiple-supplement usage ever: <ul style="list-style-type: none"> ○ The study showed that people who used multiple Shaklee supplements over the years had much healthier biomarkers of cardiovascular, heart, and cognitive health

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		<p>compared with people who didn't use any supplements at all or those who used a single, non-Shaklee supplement.</p> <ul style="list-style-type: none"> ○ Long-term Shaklee users clearly demonstrated lower levels of the most important heart-health biomarkers recognized by the American Heart Association. ○ Shaklee users had: <ul style="list-style-type: none"> ▪ 11% lower cholesterol ratios ▪ 33% lower triglyceride levels ▪ 36% lower homocysteine levels, an indicator of cognitive health ▪ 59% lower levels of C-reactive protein, a key biomarker for biological stress ○ Plus, Shaklee users had substantially higher levels of nutrients in their blood.
12.	Changing Brands Can Change Your Life	<ul style="list-style-type: none"> ● Switching to Shaklee products can truly be life-changing, helping you live a longer, healthier life. ● A Nobel Prize winner for medicine, Dr. Elizabeth Blackburn stated: <ul style="list-style-type: none"> ○ “The Shaklee population is remarkably healthier than the general population, as shown by...the Landmark Study...and the Telomere Study.” ● Dr. Blackburn also noted in a personal forward (written exclusively for Shaklee) to her <i>New York Times</i> best-selling 2017 book, <i>The Telomere Effect</i>, that “it’s exciting that there is a large population of individuals, the Shaklee community, who have chosen certain lifestyle characteristics that preserve and protect their telomeres.”
13.	The Shaklee Difference™	<ul style="list-style-type: none"> ● What else sets Shaklee apart from other companies? It’s what we call the Shaklee Difference™.
14.	The Shaklee Difference™: Safe	<ul style="list-style-type: none"> ● First, it’s our commitment to providing safe products for you and your family. ● We screen for more than 350 contaminants, pesticides, and impurities on every new botanical ingredient. That’s three times more than U.S. Pharmacopeia standards.

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		<ul style="list-style-type: none"> • We conduct more than 100,000 quality tests per year, far beyond the requirements of any regulatory agency. • We've never once marketed a questionable ingredient in more than 100 years. • Shaklee products adhere to our "Beyond Organic" standard. Beyond Organic is our philosophy that Shaklee quality standards go beyond how and where an ingredient is grown. We look to confirm the purity and potency of ingredients AFTER harvest to guarantee the final finished product is free from hundreds of chemical contaminants.
15.	The Shaklee Difference™: Proven	<ul style="list-style-type: none"> • Shaklee products are proven by science and proven by people. • Our products are backed by 100+ patents and patents pending and 100+ clinical studies. • Shaklee-powered athletes have won more than 144 gold, silver, and bronze medals at the international games. • Shaklee products have been chosen by NASA to be on every space mission since 1993. • Millions of customers have lived healthier lives with Shaklee.
16.	The Shaklee Difference™: Guaranteed	<ul style="list-style-type: none"> • We believe in the safety and proven performance of all our products. If you're not satisfied with any of our products, you can send them back to us for a full refund, even if the container is empty. • No questions asked.
17.	Leadership	<ul style="list-style-type: none"> • Shaklee is a leadership business. We have amazing leadership within the company, and we're in the business of helping people become leaders. • Our Chairman and Chief Executive Officer is Roger Barnett. He purchased the company in 2004 and his vision is for Shaklee to become the #1 Global Health and Wellness brand. • Roger is dedicated to continuing the legacy of innovation and integrity and rewarding people for the value they create as they build a Shaklee business.

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18.	What Are Your Options?	<ul style="list-style-type: none"> • What do we mean by rewarding you for the value you create? • There are four traditional ways you can produce an income: <ul style="list-style-type: none"> ○ You can have a job and be employed by someone else ○ You can be self-employed and work for yourself <ul style="list-style-type: none"> ▪ With each of these two options, you're exchanging your time for money ○ You can also move beyond being an employee, become a business owner, and, through a system of training and coaching other people to do what you know how to do, use the concept of leverage to multiply your efforts, creating the possibility of residual income; this is what becomes possible when you choose to build a Shaklee business ○ Or, you can become an investor but, with this option, it's money you're leveraging – if you have it to invest <ul style="list-style-type: none"> ▪ In both of these options, you're creating an income using leverage
19.	How Much Could You Earn?	<ul style="list-style-type: none"> • The Shaklee Business is powered by the Dream Plan—compensation for sharing Shaklee products with others – and coaching and teaching people to do the same. This rewards you in many different ways throughout your Shaklee career. • What you see here is the average incomes earned annually by real Shaklee business builders. • You set your own goals and determine the time and effort to devote to achieving them. • Each rank advancement provides greater opportunity and increased recognition for your achievements: greater income potential, higher car bonuses, and higher <i>FastTRACK</i> bonuses for those who advance quickly. • There's truly no limit to your income opportunities.
20.	What Are You Driving?	<ul style="list-style-type: none"> • Shaklee also offers a Car Bonus Program that begins very early in the process of building your business – when you reach the leadership level of Senior Director. • Once you qualify, you select a car and Shaklee will send you a payment each month – a larger payment if your car is a hybrid or electric car, consistent with our stance on environmental preservation.

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		<ul style="list-style-type: none"> As your leadership level grows, so do the potential car payments ... until you reach the top leadership rank in Shaklee and you're handed the keys to a luxury car.
21.	What's Your Dream Destination?	<ul style="list-style-type: none"> When you reach the leadership level of Coordinator, you can begin to qualify for the annual incentive trips that Shaklee offers. And they're more than just trips. They're life-changing experiences. Just check out the destinations! Shaklee has taken its leaders to such places as China, Machu Picchu, Los Cabos, Paris, Kenya, and Bora Bora. Travelling with Shaklee is a unique, no-holds-barred luxury experience, full of moments that become memories forever. The best way to travel is with your friends and business partners – the people on your team who worked together to achieve it. And one of the amazing things is that wherever we go, Shaklee finds a way for trip achievers to participate in an event that will give something back to the community we visit.
22.	How It Works	<ul style="list-style-type: none"> Identify your first 20 customers and three people who also want to earn an income from building a Shaklee business. You'll have a lot of support as you get started with this – no one goes it alone at the beginning! But you'll also learn skills along the way and will develop your own unique style, and it won't be long before you'll be teaching and coaching others. And as you do, as the people you teach do the same thing you've done, that's when you'll begin to build something of value. You'll get to experience the real rewards of building a business in Shaklee – both the tangible ones and the ones that have to do with the satisfaction of making a real difference in people's lives.
23.	Questions?	<ul style="list-style-type: none"> Hopefully, what I've shared with you has made you curious to learn more. Before I close, let's take a moment to see what questions you have so far ... <p>OR</p>

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		<ul style="list-style-type: none">• Please be sure to connect with the person who invited you to this presentation. She or he can answer any questions you may have or can go into greater detail on anything that sparks your interest
24.	If You're Ready	<ul style="list-style-type: none">• ... if you're ready!• Put together your own Personal Health Plan. Start using the products so that you become a raving fan.• Get together with the person who introduced you to Shaklee to put together a personalized business plan, based on your unique goals.
25.	"Your future life will be exactly what you decide to make it."	<ul style="list-style-type: none">• I love this quote from Dr. Shaklee. It's not just hopeful, although it is that. It's also a reminder that what we want most from our lives begins with a decision and is then created through action.• I wish you the very best in your life. If I can help you with a decision to make even a small change that can lead to a healthier, better life, I'd be so honoured to partner with you.