

Healthy Weight Health Chat Presentation Script

Cover slide: HEALTHY WEIGHT HEALTH CHAT

- Welcome, and thank you for joining me!

Slide 2: OUR COMPANY

- I represent Shaklee and I'd like to tell you about this incredible company – and why I've partnered with it.
- Shaklee is a leader in the global health and wellness movement, with a goal to create healthier lives.
- Our founder, Dr. Forrest Shaklee, pioneered the supplement industry with the invention of the first multivitamin in North America more than 100 years ago. He was also ahead of his time when it came to the “green movement” – and we haven't stopped since:
 - Shaklee was the first company to fully offset its carbon emissions so as to leave no footprint on the earth.
 - We planted more than 1 million trees around the world with the late Dr. Wangari Matthai, winner of the Nobel Peace Prize for the Environment. And we're still planting!

Slide 3: BETTER HEALTH STARTS WITH A HEALTHY WEIGHT

- I'm here to talk about the following:
 - Why getting to a healthier weight is important to overall health and wellness
 - Simple diet and lifestyle changes you can make to help you achieve a healthier weight
 - How getting to a healthier weight connects to your overall health and wellness
 - And how Shaklee, the company I'm so proud to partner with, can help you achieve your weight-loss goals

Slide 4: BENEFITS OF WEIGHT LOSS

- A healthy weight affects many areas of our overall health, such as joint health and energy levels.
- And when we lose weight **sensibly**, we can gain significant health benefits.
- Studies show a reduced risk of:
 - Migraines
 - Depression
 - Sleep apnea (with even just a 10% reduction in weight, it can be eliminated in some people)
 - Asthma severity
 - High blood pressure (it can be normalized in some people)
 - High cholesterol
 - Heart disease (weight loss helps to manage this)
 - Type 2 diabetes (if caught early enough, it can even be cured by diet and lifestyle intervention)
 - Some cancers
 - Joint damage
 - Gout

OPTIONAL: talk about lifestyle benefits: looking good, feeling good, and enjoying the people and activities that you want to without being worried about weight.

Slide 5: WHY DIETS FAIL

- Getting to a healthier weight is important. But it isn't easy, right?
- Many of us have been on diets only to wind up right back where we started.
- Why? Because diets lead to loss of lean muscle and fat, leading to a slowing of our metabolism.
- And when our metabolism slows, it makes it easier to regain weight.
- And that leads to a vicious cycle of dieting, weight loss, and weight gain...

Slide 6: HOW SHAKLEE ADDRESSES THE DILEMMA OF FAILED DIETS

- But the Shaklee 180® weight-loss program uniquely helps you avoid the vicious diet cycle because:
 - It's clinically proven to help you lose the weight and keep it off
 - And it's a holistic lifestyle regimen that includes not only Shaklee 180 products but also healthy eating and regular exercise
- To date, we've helped people all over the world lose 2 million pounds and 1 million inches...and counting.

Slide 7: SHAKLEE 180 IS CLINICALLY PROVEN TO HELP YOU LOSE WEIGHT AND KEEP IT OFF: NEW CLINICAL STUDY

- Our most recent study on the combination of exercise and the Shaklee 180 Program yielded tremendous results:
 - Shaklee 180 participants lost an average of 14 pounds of body fat and gained, on average, 4 pounds of muscle over 6 months
 - They maintained their healthy weight, losing an additional 2 pounds of fat and gaining an additional 3 pounds of muscle over 6 additional months; that's proven weight maintenance!
 - And just to give you some context, 14 pounds of body fat occupies the same volume as 14 one-pound boxes of butter!
 - Participants also gained muscle to keep their metabolic rates up
 - And they experienced significant improvement in blood pressure and glucose control as a result of their weight loss

Slide 8: A LEANER, HEALTHIER YOU

- The Shaklee 180 Program will help you lose fat – not muscle – and motivate you to get fit for life
- With typical diets, you lose fat and muscle
- But Shaklee 180 is Powered by Leucine® and is designed to help you lose fat
- Leucine is an essential amino acid that stimulates protein synthesis and signals the body to hold onto lean muscle mass

Slides 9–11: PROVEN BY PEOPLE: 2 MILLION POUNDS AND 1 MILLION INCHES LOST WORLDWIDE

- The Shaklee 180 Program is also proven by the experiences of people like:
 - Charles, who lost more than 50 pounds (Slide 9)
 - Elisabeth, who lost nearly 30 pounds and went from a size 16 to a size 6 (Slide 10)
 - And Kristina, who lost 20 pounds (Slide 11)

Slide 12: GETTING STARTED IS SIMPLE: SET YOUR GOALS

- Set your ideal healthy weight and set your life goals. How will achieving your healthy weight change your life?
- When thinking about your ideal weight, take your BMI into account:
 - The Body Mass Index – better known as the BMI – is a universally recognized measure of body composition based on height and weight. It can be a helpful starting place to evaluate where you are and where you'd like to go.
 - And if you don't know your BMI, Shaklee Healthprint™, which is our personalized health builder, can help calculate it and let you know if you're in a healthy weight zone.

Slide 13: WE RECOMMEND STARTING YOUR HEALTHY WEIGHT JOURNEY WITH A HEALTHY CLEANSE

- Our Healthy Cleanse program, which combines four carefully selected Shaklee supplements with a supporting diet plan, can help you feel healthier in seven days:
 - It supports healthy digestion*
 - It helps increase focus and energy*
 - It helps manage hunger*
 - It helps improve sleep quality*
 - Plus, it's the perfect way to help jump-start your weight-loss program

*Preliminary study results showed an average loss of 6.8 pounds and 1.62 inches, plus increased focus and energy and improved sleep quality. Based on a pilot study conducted by three Shaklee Distributors – a medical doctor and two nutritionists – under the supervision of Shaklee Medical Affairs.

Slide 14: START YOUR SIMPLE, PROVEN WEIGHT-LOSS PROGRAM

- Whether transitioning from our Healthy Cleanse or starting with Shaklee 180® straight away, one of the first things you'll notice is the simplicity of our weight-loss program. And that was the goal: a simple, clinically proven program that's easy to follow and saves you time and money.
 - Here's what your day looks like:
 - Breakfast is a Life Shake™ or a Shaklee 180 Meal-in-a-Bar, plus the Metabolic Boost supplement
 - Lunch is a Life Shake or Meal-in-a-Bar plus Metabolic Boost
 - Afternoon snack is a Shaklee 180 Snack Bar
 - Dinner is a healthy, nutritious meal plus Metabolic Boost
 - We also recommend that you get moving to get fit: do at least 45 minutes of exercise twice a week.

Slide 15: SHAKLEE 180 PRODUCTS

- Shaklee 180 products include:
 - Life Shake™
 - Meal-in-a-Bar
 - Snack Bar
 - Snack Crisps
- All Life Shake and Shaklee 180 bars:
 - Use non-GMO protein sources
 - Are Powered by Leucine®
 - Have no artificial flavours, sweeteners, colours, or preservatives added
 - Are gluten free
 - Have a low glycemic index

Slide 16: SHAKLEE 180 TURNAROUND KIT

- Begin your journey to a leaner, healthier you with the customizable Shaklee 180 Turnaround Kit.
- It includes everything you need for your first month in the Shaklee 180 Program.

Slide 17: SHAKLEE 180 STARTER KIT

- Or, begin with the Shaklee 180 Starter Kit.
- It contains everything you need for your first two weeks in the program.

Slide 18: HEALTHY, CLEAN EATING AND COOKING

- Complement Shaklee 180 products with one nutritious meal every day.
- Clean eating is a healthful practice for delicious meals that meet most dietary preferences.
- There are four main parts to a healthy meal:
 - 1/2 to 1 cup of whole grains
 - 4 to 6 ounces of protein
 - Unlimited veggies
 - One healthy fat

Slide 19: CLEAN EATING TIPS

- Clean eating focuses on whole, unprocessed foods and can help optimize your health:
 - Choose whole, natural foods
 - Eliminate processed foods
 - Choose whole grains (brown rice, quinoa, millet)
 - At mealtime, fill half your plate with fresh veggies and combine protein with carbs to stay full longer.
 - Try to steam, bake, or grill foods or eat them raw (for example: vegetables).

Slide 20: A SIMPLE WAY TO HELP YOU EAT HEALTHIER

- Clean eating mostly involves making better choices and swapping out some of your not-so-healthy favourites for healthier options:
 - Remove high-sugar, high-calorie, high-fat items from your diet.
 - Try substituting:
 - Sugary cereal **with high-fibre, low-sugar cereal**
 - Packaged potato chips **with raw almonds**
 - White bread **with 100% whole grain bread**
 - White flour **with whole wheat flour**
 - Vegetable oil **with olive oil**
 - Sugary snacks **with fruit such as apples, bananas, or berries**
 - Processed foods **with fresh foods**

Slide 21: GET MOVING TO GET FIT: REGULAR EXERCISE

- Getting to a healthier weight can be greatly enhanced by being active.
- Here are some tips for getting the most out of exercise:
 - **Stay consistent:** choose exercises you enjoy and can stay with your entire life
 - **Exercise enough:** Health Canada recommends that adults accumulate at least 150 minutes of moderate to vigorous physical activity a week; Shaklee 180® participants who've experienced the most success exercised for at least 45 minutes twice a week
 - **Increase your heart rate:** choose an exercise that increases your heart rate
 - **Lift weights:** resistance exercise helps build lean body mass and support bone mass as we age
 - **Supplement properly:** exercise increases the body's need for nutrients
 - **Remember:** to start slow and build slow; make it a habit to exercise

Slide 22: EXCLUSIVE ACCESS TO PROGRAM TOOLS

- Our Shaklee Members enjoy having access to online program tools such as:
 - Meal plans
 - Portion control guidelines
 - Healthy recipes
 - Lifestyle tips
 - And fitness regimens designed by world-class Shaklee Pure Performance Team athletes

Slide 23: NATURALLY BLOG

- As you're going along your healthy weight journey, it's important to stay motivated and informed about lifestyle practices that can support you.
- Shaklee's *Naturally* blog has a lot of great nutritional articles, recipes, and tips to help support your Shaklee 180 weight loss.

Slide 24: 100% GUARANTEED

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

Slide 25: CONTINUE YOUR JOURNEY WITH HEALTHY NUTRITION: 1+2+3 PERSONAL HEALTH PLAN

- Once you've reached your goal, Shaklee has the products to support your ongoing healthy lifestyle using our 1+2+3 Personal Health Plan.
- It begins with a Multi and a protein.
- From there you select Targeted Solutions: ultra-pure supplements with clinically proven ingredients designed to address your unique health concerns.
- Finally, you choose Key Nutrients: powerful boosts of vitamins, minerals, and other nutrients when you need them most.

Slide 26: YOUR PERSONALIZED HEALTH ASSESSMENT

- Use Shaklee Healthprint™ to create your personalized health assessment and help you create your 1+2+3 Personal Health Plan.
- It's 20 questions and takes just 5 minutes to complete. You can do it on your phone!
- Once you've completed your assessment, you'll receive:
 - Health and Wellness Score – based on where you are relative to your goals and potential
 - Health Insights – with recommendations and educational content, backed by Shaklee science, to support your health goals
 - Your Personal Health Plan product recommendations
- And when you purchase the Advanced or Comprehensive product recommendation, I can offer you FREE Shaklee membership and a FREE product tailored to address your top health goal. Those who go with the Comprehensive recommendation will also receive FREE shipping.

Slide 27: END OF HEALTH CHAT

- Thank you for so much for coming and being part of this Health Chat!
- ***If concluding your presentation now, offer people the opportunity to ask questions and place orders.***

OPPORTUNITY SECTION

Slide 28: SHARE YOUR STORY

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

Slide 29: 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 30: 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 2017, that leadership level had an average annual income of \$190,655 in Canada.

Slide 31: OUR OPPORTUNITY

- Shaklee products aren't available in stores. They're shared by people like me who are passionate about helping others and looking for a way to earn an extra income.
- And what's great about Shaklee's income opportunity is that:
 - 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 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.
 - It's social. That means it's also fun and 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 a store, and there's no inventory requirement. It goes where you go because everything is accessible right from your smartphone.

Slide 32: OUR PRODUCTS

- In addition to our Shaklee 180 healthy weight products, we also offer a wide-array of nutritional supplements to support your health and fitness goals, as well as our Get Clean® eco-friendly cleaning products for a healthy home and our YOUTH® clean beauty collection to help you Look Younger Longer.

Slide 33: THE DREAM PLAN

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

Slide 34: HOW DO YOU SEE YOURSELF FITTING IN?

- Thank you for taking the time to learn about our Healthy Weight products, and to think about what this could mean for your life, and the lives of people you care about. I would 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?