



Quick Start Guide



WELCOME!

Congratulations on joining the Shaklee family where success means providing a healthier life for everyone and a better life for anyone.

Let's get you started!

YOU ARE IN BUSINESS FOR YOURSELF...BUT NOT BY YOURSELF.

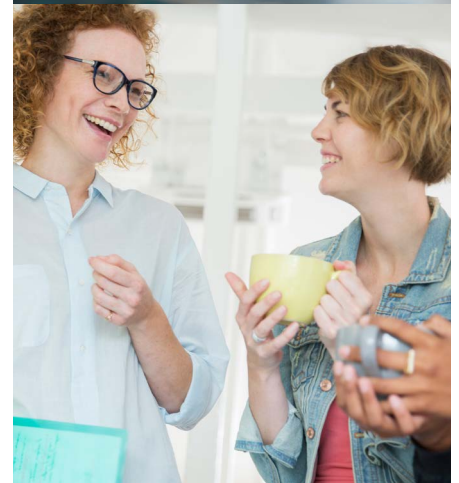
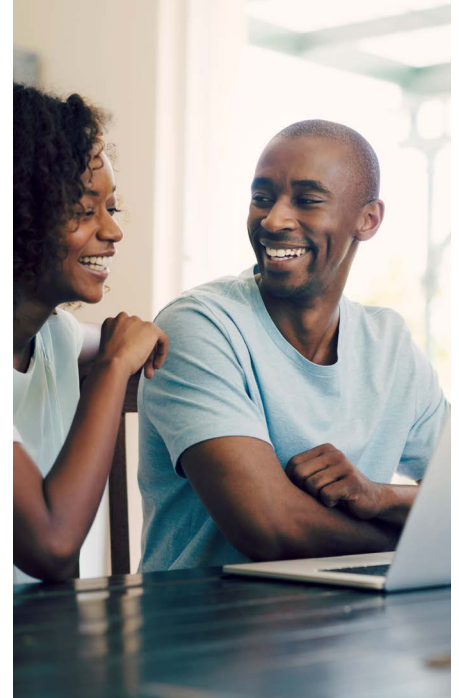
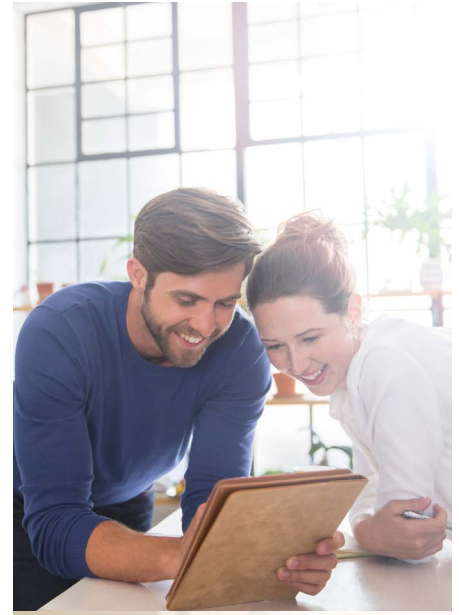
You have an amazing research and development team behind you developing innovative products that are guaranteed to be safe, pure, and effective.

Your community of team members can provide you with unprecedented encouragement and ideas, along with new and innovative ways to reach out and network. You have your own virtual store, as well as extensive tracking systems at your fingertips to create customer reports and organize your business.

Have questions or problems? No problem—we've got your back with an exceptional customer support team ready to assist.

You have a Home Office team ready to support you with events, opportunities, and incentives to share the excitement of Shaklee. Your personal business tool kit is constantly updated with professionally branded social posts for events, invites, and presentations. Shaklee University is available to you, to get you off to a fast start and keep that learning going.

We can't wait to see how far you'll go!



Here are key steps we recommend you focus on right away!

START YOUR OWN PERSONAL HEALTH JOURNEY!

Take the Shaklee Healthprint™ assessment. By taking your personal health assessment and using Shaklee products, you can begin to create your personal health story and testimonial.

GET STARTED AND SET UP YOUR BUSINESS

Download the Shaklee Connect® app, personalize your website, and make a list of your potential customers and team members.

If you haven't already, be sure to:



Activate your free Shaklee Social account and start posting from the First 30 Days channel—we've done the work for you.



Create your online store by setting up your personal website today.



Set up Direct Deposit to ensure all Success Bonuses are paid daily.



Not yet a Qualified Distributor? Purchase a Success Pack in your first full calendar month to become one and to unlock eligibility for additional bonuses.



Order the Shaklee products you use regularly (we recommend you put your Comprehensive Healthprint recommendations on AutoShip).



Set up your Facebook Business page.

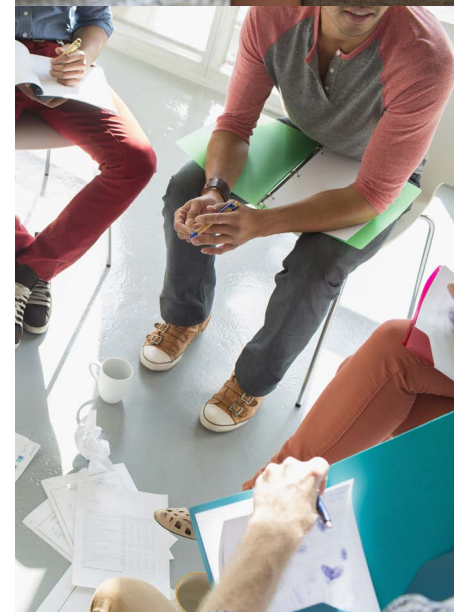
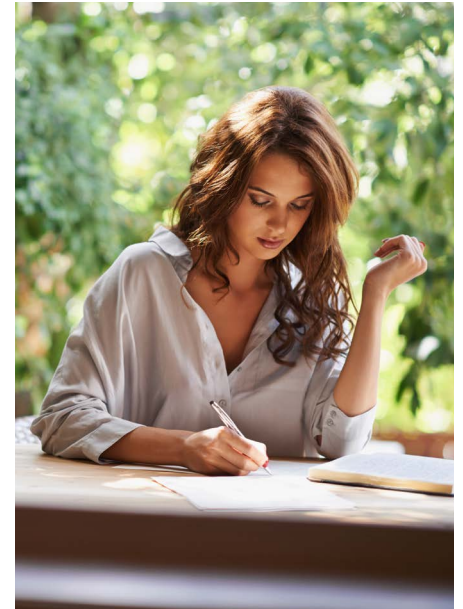


Subscribe to the *Naturally* blog for Shaklee tips for healthy living and product information.



Get trained at Shaklee University.

Visit our News & Events site to register for Shaklee Global Conference—the #1 business development tool.



DEFINE YOUR PURPOSE

When you define your purpose, it will help you to connect with your “why.” Think about what you want to focus on in your life, the difference you want to make, and what you want your life to look like. Brand yourself with your personal mission and live it every day!

SHARE YOUR EXCITEMENT WITH FRIENDS AND ON SOCIAL MEDIA

Send out a save the date invite for your business launch event, share before and after pictures, use Shaklee Social and go to the First 30 Days channel to help you find the best posts to get you started. Upload posts that help others see all the benefits you are enjoying with your Shaklee Life. Creating a business page on Facebook lets you reach people beyond your network, by allowing people you are not friends with yet to share your journey.

SEND INVITATIONS TO A HEALTH CHAT AND THE HEALTHPRINT™ ASSESSMENT

Go through your contacts and invite your friends to complete the Healthprint assessment. Start with 30—at least one assessment a day! (It only takes 5 minutes to answer 20 questions.) You can easily share Healthprint from the resources tab on the Shaklee Connect app.

FOLLOW UP TO REVIEW PERSONAL HEALTH GOALS AND SCHEDULE HEALTH CHATS

Invite your friends to a Health Chat to learn more about interesting topics related to their health goals. Topics like Healthy Nutrition, Heart, Home, and many others are available as downloadable presentations. Designed to complement each other, the Healthprint assessment and Health Chat are part of your digital toolbox.

SET YOUR GOALS AND DEVELOP A MONTHLY PLAN WITH YOUR MENTOR

Create a plan for scheduling income-producing activities. Each Success Pack comes with a success brochure that contains tips to share and build with each product category, including an income calculator. Create weekly and monthly plans to help you achieve 3000 PGV to be a strong Director and beyond. Track your business with Shaklee Connect and determine your desired monthly financial target. Together with your mentor, schedule and plan income-producing activities and events.



SHARE SHAKLEE WITH AT LEAST 2 NEW PEOPLE EACH DAY AND START EARNING!

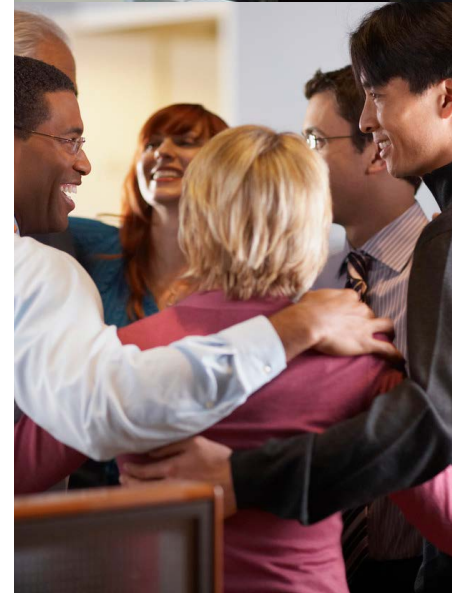
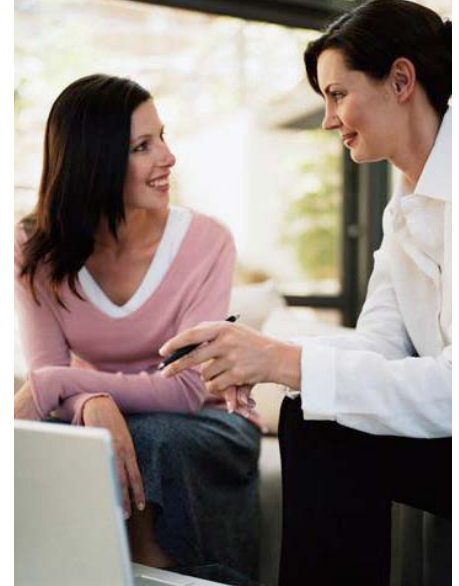
Creating activity helps you sponsor Preferred Members and Qualified Distributors. Check out the last page to learn all about our Success Bonus program that is available to all Qualified Distributors.

ACTIVITY BUILDS MOMENTUM

- In the beginning, when you're starting your business, we recommend a **Launch Event** to invite family and friends to help you celebrate.
- **Health Chats** are a great way to help people learn about Shaklee. They are based on interesting topics that relate to the goals in Healthprint, provide information about different subjects, and support Shaklee products.
- Next, schedule **Weekly Facebook Live Events** the same day of the week—same place, same time—for inviting guests to learn about the Shaklee Opportunity.
- **Schedule Special Events** like **Look Younger Longer Events** to share our revolutionary skincare line.

Live the Shaklee lifestyle, connect with others, and carry catalogs with you as you travel and meet new people. Always ask for contact information to add to Shaklee Connect immediately so you can easily follow up. Practice talking about the products in a succinct way and continue sharing on social media.

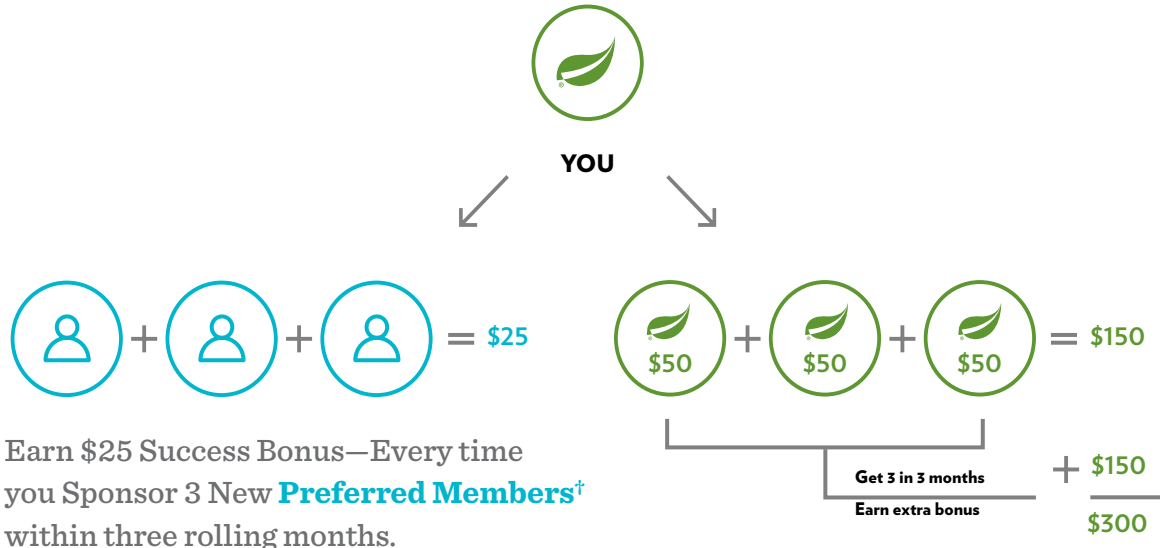
HAVE FUN, SHARE YOUR PASSION, AND INVITE OTHERS TO JOIN YOU.



Success Bonus Program



SHARE SHAKLEE AND SEE YOUR BUSINESS AND INCOME GROW AVAILABLE TO ALL QUALIFIED DISTRIBUTORS



TOTAL BONUS EARNED**

$\$25 + \$300 = \$325$

Earn \$50 each time you sponsor a **Qualified Distributor**. When you sponsor 3 New **Qualified Distributors**† within three rolling months, you will earn an additional \$150 Success Bonus.

We recommend you do this every month to build momentum!



†A Preferred Member is a person who joins and places a \$150 order on AutoShip within their first full calendar month.



‡A Qualified Distributor is a person who joins with a \$49.95 New Distributor Welcome Kit and purchases one or more Success Packs within their first full calendar month.

*Must be on direct deposit to be paid daily. **When you sponsor three Qualified Distributors and three Preferred Members within three rolling months. See the 2017-2018 Shaklee Incentives Booklet for full details. Success Bonuses are paid to the Original Sponsor based upon product purchases by Preferred Members and Qualified Distributors. You must be a Qualified Distributor to participate in Success Bonus Program.

The average annual income in 2016 for the Business Leader ranks ranged from \$10,227 for Directors to \$614,837 for Presidential Master Coordinators. Average annual income for each rank is calculated monthly based on information reported on Form 1099-MISC for all US Business Leaders who achieved the rank that month. The sum of these monthly averages is the figure reported. Results will vary with effort. Shaklee Corporation does not guarantee that any particular income level will be achieved.