

Frequently Asked Questions about:
The Shaklee Home Based Business Opportunity

How good are Shaklee products, and are they competitively priced?

Shaklee's products are very unique and outstanding! The reason is simple; our products are marketed through the power of "word-of-mouth promotion" or advertising – people talking to people and giving their recommendations. If they were not unique and outstanding in their effectiveness, and priced to sell, people simply wouldn't use them or recommend them. If people don't use them and recommend them, the products don't sell and Shaklee would be out of business.

Simply put, the more remarkable and effective Shaklee products are, the more people recommend them... and the more they recommend them, the more products Shaklee sells. This is a huge incentive for our company to do their very best at providing only the highest quality products money can buy. When a Company depends on it's consumers to do the advertising for them, it is a true win/win for everyone! Shaklee has proven this concept over and over again for the last 50 years!

Everyone says they're different... why Shaklee?

There are clear reasons why Shaklee is not only different, but also **unique!** Shaklee not only conducts their own clinical studies, they also have their products clinically tested by outside, unbiased sources (such as Yale University and Harvard University) providing scientific proof that these products break down and are utilized by your body. Hundreds of these tests are published in peer-reviewed nutritional and medical journals such as:

- a. The American Journal of Clinical Nutrition
- b. The Journal of Nutrition
- c. The Journal of the American Dietetic Association
- d. The Journal of Applied Physiology, and
- e. The American Journal of Cardiology

Also, we were there in the very beginning before other companies even existed. Dr Shaklee's first product in 1915 was called "Vitalized Minerals" in which he isolated natural compounds from vegetables for their mineral values. He was joined in the same year and kept contact with the young Polish biochemist, Casimir Funk, who called his compounds "vitamins" This was the first use of the word vitamins.

If you need further validation of how good Shaklee's products are, check out more information by visiting our [web site](#) or go to: <http://www.shaklee.net/fyi> There you will find all the information you would ever want, but even better than that, try our products and put them to the test. Let them prove to you just how much better you can feel!

You have nothing to lose and everything to gain because all Shaklee products are backed by a 100% money back guarantee! We feel that good about what you are about to find out first hand. Are you open to putting them to the test? Let our products speak for themselves and you will feel the difference!

What else is different about Shaklee?

Hopefully, from the information about our products and your personal use of them, you have already gathered a lot of reasons why we are different. If you are considering joining us to use our products at discount prices or thinking about starting your own Shaklee home business, then here are a few more benefits to think about.

To summarize a couple of them:

- The opportunity to partner with the largest company of its kind in the world.
- The ability to market products that are unique in every way, and lead the world in health and nutrition... all addressing real concerns people have today – heart problems; weight management; arthritis or joint issues; diabetes; etc. Do you know of anyone who is not interested in feeling better?
- Have access to some of the most revolutionary business-building tools available today, both online and offline.
- Have exclusive access to your own Shaklee web site completely done for you by top experts at our home office to help you run your business.
- A Pay Plan that is one of the most successful of its kind in the industry in its ability to generate large incomes and wealth for people. In fact, when comparing it to other companies in the industry, we pay the most back to our people in the field who use our products. What could be better than that?
- A business where you can build your team by helping them to grow just like you. In fact, they can even earn more than you do and you will help them to do it. Where do you find that type of teamwork in the corporate life?
- Supported by a real company that is committed to long-term growth, a 50 year track record, and a highly skilled multibillionaire owner, Roger Barnett. His vision is to open 50 more countries in the next 10 years and have Shaklee standing as number 1 in the global health and wellness market. Do you want to come along?
- An opportunity where you can be one of the first to seize this potential future growth and become part of this wave of excitement!

If you need any more reasons why we are different, the person who invited you to explore the Shaklee opportunity and its outstanding products can give you more specific information so that any and all of your questions will be answered.

Is Relationship Marketing or People-to-People marketing (what Shaklee does) the same as “pyramid selling”?

It most certainly is **not**! “*Pyramid selling*” was outlawed in 1973 by the regulations made under the Fair Trading Act, which introduced legislation to ban the operation of illegal 'pyramid sales' companies.

In contrast, many 'blue chip' companies are now involved in some form of relationship marketing. With this in mind, it is extremely doubtful that they would wish to associate their names with something illegal at the risk of losing their highly regarded name and reputation. Shaklee has marketed their products this way for the last 50 years and has been very successful doing so as a true leader. See the [Better Business Bureau](#) or check us out as a member of the [Direct Selling Association](#)

Some people get confused and mistakenly call relationship marketing “*pyramid selling*” because of the shape of the business. What is a pyramid? The answer is that most business structures are a pyramid. Consider IBM... IBM has a president at the top under which is a small group of executives; under them there is an even a larger group of managers, and so on down to the mass of workers along the base of the pyramid.

The Government, most large organizations, the armed forces, and even our schools and churches could be described as *pyramids* because of the shape of their structures.

Ask yourself if improving people's health and lifestyles are important to you before you consider this business. Because if the answer is "yes", the Shaklee business is an excellent way to help create a 'win-win' relationship for everyone who wishes to become involved at whatever level of interest or need they have.

Why should it appeal to me?

With Shaklee, you decide how many hours a week you work, and what you want to earn. You can work the business on a very part-time basis a few hours a week earning an extra \$500 or \$1000 per month **or** you may decide to build a significant full time business with the potential of earning a six-figure income. The appeal of Shaklee is it's flexibility - you decide how much you earn!... not forgetting that all the tools and support are available for you to genuinely build this business from home – a true home-based opportunity!

Another thing that's very attractive about Shaklee, and it's the one thing that most people rarely associate with *making money*, and that is... **HAVING FUN! Choose a job you love and you will never have to work another day in your life!** Ask any successful Shaklee business owner how much FUN they are having and the answer is always the same!

Do I need to know a lot about health & nutrition?

Certainly not. In fact, the less you know the better... because all you do is tell people about the great Shaklee product line and how a Shaklee membership works as far as their options are concerned. Then point them in the right direction to help them get whatever they want, products only or business benefits as well. Ask us to send you an email about our RWB process if you do not know how this is done or what the next step would be for a new person to take. [Contact us](#) if you need help with this or simply send an email to us at: andolina.distributors@verizon.net You can also visit our web site to read more about our RWB process online if you like by [clicking here](#).

Also, you can link them to some of the information at your web site like you have done when you were first introduced and suggest that they put these products to the test as well. Your 'job' is simply to make them aware of Shaklee's outstanding products then let them take personal responsibility for their health to find out more themselves. You just pass on the information... let each person have the choice to improve their health or not.

Telling people how they can improve their health by checking out some information about these products and then telling them about an excellent home-based business whereby they can make money is all you need to do. There are very few people who are now involved with Shaklee who've had any specific experience at all with nutrition or a home business prior to registering with Shaklee. Most had an interest to improve their health and the health of others with a Shaklee business of their own or they had a need for more income, more free time with their family or a host of other reasons.

Probably, the only two criteria needed to be successful with Shaklee is..

A) To have the **DESIRE** to want to increase your income.

B) To be willing to set aside some **TIME** each week to help others by following a step-by-step process.

So, would I be employed by Shaklee?

No, you would actually be an "**Independent Business Owner for Shaklee**, therefore, in business for yourself... in other words, you would be your own boss.

It's important to remember that though you would be in business FOR yourself, you would not be BY yourself, as you would have the help and support of all the other Shaklee owners as well as a multi-million dollar corporate team.

I don't really like selling... do I have to sell the products?

Absolutely not... in fact, though many do choose to sell Shaklee products because of the healthy retail profits that can be made, many Shaklee business owners simply prefer to just use the products for their own benefit and the benefit of their families. Then they just tell other people about the excellent products and business opportunity that is available to them. With our RWB process, it is very simple to do and very duplicatable. In order to earn the larger incomes, it needs to be very simple and copyable so that anyone can do it.

So what do I actually have to do?

Just two things...

1. Enjoy the benefits of Shaklee's outstanding products for you and your family.
2. Find a few people like yourself who'd like to improve their health and make money with their own home-based Shaklee business and teach them to do the same...and that's really about it.

Exactly "how" you do this is very straightforward and covered in every way by our simple, but highly effective, RWB Training Program. But for now, understand this, if you have access to the phone, have the ability to talk to people, have a basic understanding of using the internet and email... you're in business and have all the skills to build an enormous team and business (along with a large income!) with Shaklee.

Do I need to be a consumer of the Shaklee products?

Well, it's rather like this... could you recommend people to go see a movie you haven't actually seen yourself?... probably not, and certainly not with conviction.

If you don't use the Shaklee products yourself, how can you ever explain to anyone by way of a personal recommendation or endorsement the personal benefits you've enjoyed from the Shaklee products? Quite simple, if you and your family aren't interested in improving your health, it's unlikely that you will encourage others to want to take care of their health. If nobody uses the products.... there is no business!

I'd love to do this business but I'm not sure where I could find all these people for my Team?

This concern is felt by almost everyone that enters the relationship or people-to-people marketing business. Most people think you have to know thousands of people to have a successful business or spend thousands of dollars on advertising. With some companies that is true, but not with Shaklee.

This is just one of the many reasons that makes Shaklee so different – we market products that everyone already uses.....

Do you use food, water and air? What about deodorant, skin care products, anti-aging creams, cleaning products, laundry products? You see, these are all basic products that we all use everyday in our homes but

Shaklee products are different because they are designed to be safe, effective and better at protecting your health. In fact, many people feel better in as little as 30 days!

So everyone is a potential prospect for your business. They can use the products at a discount joining you as a member as well as joining you in the business. Do you think you know or could find a few who might also want to earn more income from home if you really tried? You can tell them over the phone, using our RWB process, in about 10 minutes. It only takes a few who say yes to join you and then the power of leverage goes into effect.

Let's say you find 6 who want to join your team and each uses just 100 PV per month for this example. In the process of finding these 6 you will also find many others who just want to use the products. You give them good service and show them how to get their products. Shaklee will take care of all the product deliveries and paper work for you so that you can be free to work with your team to help them do the same as you are doing.

You then teach your 6-team builders how to do what you have already done. This is why having a duplicatable process, such as the RWB process, is so important. You help them to each find 6 which would equal 36 more people, whom now become part of your group. Now you have 45 people all using the products for their own personal use and benefit. At this point you would be earning around \$2,000 per month for just a few hours of effort each week.

The average part time business owner will put in about 10-15 hours per week and because of Shaklee products being consumable, it means repeat business every month. This is what is called “**passive residual income**” ... money earned for work you have already done in the past. Like a songwriter earns royalties over the years from a hit song he/she has produced. Except in this business, average people can earn above average incomes and it is a very even playing field, even better than the corporate life!

Now, here is when it gets very interesting. When these people do the same and find their 6, you then are earning a 6-figure income and are now part of the top 5% income earners! The best part is that you can still have a life because you can manage all of this on a very part time basis. Some of top leaders take months off to travel the world... not because they have to, it's because they want to and love it!

I don't have much time... I'm really only interested in a little extra income, as I can only spare a few hours a week. Is this a problem?

Certainly not. You decide the hours you work and what you want to earn. Obviously, like any business, the more effort you put in, the greater the financial rewards, but only YOU decide. You have no sales targets to hit, no boss to answer to, no one to tell you when to start or stop working, and none of the pressures or headaches of running a conventional business (*staff, premises, rent, advertising, bills, etc.*).

If I wanted to, is there the potential with Shaklee to build a serious business & income?

Very much so; there are men and women with Shaklee who, with a consistent effort and a strong desire to succeed, have achieved earnings in excess of **50,000 PER MONTH!!** If you have a serious *desire* to build a strong business and earn a large income, then there is no question that the opportunity exists with Shaklee.

So, is the 'timing' right to get involved with Shaklee?

Simply put, it's hard to imagine a better time!

Let's explain why... Shaklee has **PROVEN**, beyond any doubt, it has the combination of products, management, finances, and marketing strategy that has made it the leader it is today. We have the track record

to back up our claims, which gives you the confidence we will be here to pay you down the road for the work you do today. In fact, you can pass your Shaklee business on to your children as many have already done.

We have very unique innovative products that are proven to work in exploding markets that people want, supported by strong experienced management, backed by debt-free rock-solid company finances and an impressive track record in relationship marketing. If this was not enough, we have an owner who is leading this company to places no other company has gone. Roger Barnett has a vision that number 2 is just not good enough and he will do whatever it takes to keep us out front. He even has committed to re-invest all future company profits back into the company, which is un-heard of in the industry!

All this clearly demonstrates this business opportunity works for the individuals who get involved as Independent Business Owners. And what about the 'timing'? Well, with Shaklee and Roger Barnett leading the charge, the potential is truly staggering - it is literally a '*ground floor*' opportunity with a track record! This is history in the making! You can watch what happens over the next few years or be part of it...the choice is yours.

The opportunity is here to pioneer the expansion of this Company throughout the entire world's marketplace without the traditional reservations or risk associated with a start-up company. Those who understand the crucial timing of this opportunity will make fortunes.

The **PERFECT TIMING** for this opportunity is ...**NOW!**

As it grows, how do I know what is going on in my business? How do I keep control?

You don't have to worry at all; because the company does it all for you... and to allow them to do it they have spent several millions investing in computer hard and software to track every business and member's activity. Your monthly commission comes with a full detailed report listing exactly how your money was earned. You don't pay a penny extra for these reports or corporate backup... they are all included in your initial registration fee.

I've never been in business for myself before. What help, support and training will I get?

Shaklee is highly regarded as having a proven marketing system in place but also allows you to be somewhat creative because it is your business. You will have the person who introduced you to the business as well as their upline leaders, all pulling for you to succeed. The only way for them to succeed in this business is by helping you to succeed so it is a win/win situation. However, you will find that there is no pressure for you to do anything. It is up to you to make the effort and to let your team know your intentions.

Then there is the best company Support Systems and tools available to help you maintain a local, national and international business. We recommend that you simply follow the system your leaders provide for you and you will be successful.

It is important to understand that to become a member in Shaklee, you have to be "**sponsored**" by an existing member, (*the person who gave you this information*). The person who "sponsors" you into Shaklee has the responsibility to help, support and train you until you decide you no longer need it. There is also a whole Support Team above your Sponsor who also has your success in mind and is there to help you every inch of the way. Everything you need to be successful is available with Shaklee.

I can't believe you can start a business for literally under \$20.00! What's the catch?

Hard as it may seem, there is NO CATCH! All that is required to get your business going with Shaklee is to be registered by signing an application and ordering your new member kit. Then you need to consider starting as a

member to just use the products at a discount price for your own benefit or as a Business Builder... and this can be done also for the same \$20. The only other cost is when you buy your products for your personal use such as you are already doing at the store.

It is just a matter of re-directing money you are already spending for these types of products except now you are buying from your own business. Now, how many franchises or businesses do you know of that you could set up for less than \$20?

There appears to be no risk?

You're right, because there simply isn't any! Let's look for a moment at both the positive and negative sides...

On the "positive", you can set up your own business, without the costs and headaches of a conventional business, for less than \$20. You are then in a position to build a business in a massive market, and have the potential to achieve an unlimited income... you just decide how big you want your bonus checks to be, how soon you want them to be coming and to what address!

On the 'negative', if you decide that Shaklee is not for you, and you don't like the products and do not want to continue as a member, you will get all your money back except the membership fee of \$20. I know people who spend more on Bingo night or the lottery! We are talking about a business here that has the potential of earning you a 6-figure income and at the very least, providing you better health at discounted prices. It does not get any better than this!

If there is a *risk factor*, it is the risk that Shaklee takes by offering you a full money back guarantee on any products you try as well as a position as a Business Owner. This is not a "*get rich quick*" scheme; it is a **genuine business opportunity** that can produce massive rewards. Although you don't have to invest a lot of money, you do have to be prepared to invest your **time** with a reasonable level of **commitment** and **effort**, and therefore, if there is a risk, it is the one taken by Shaklee believing in you to make that effort.

In the final analysis, of course, it's up to **you**, but really, what have you got to lose?

I understand I have to purchase Shaklee products of a minimum 100 Points Value (PV) per month (about \$150)... do I need to do my 100 PV each month?

Yes, if you want to qualify for cash bonuses on your group volume you will need at least 100 PV. However, if you are only interested in using the products for your own consumption, you can use any amount you wish from month to month. Some members like to take advantage of our Autoship program. This is a way to set up your account so that you do not need to remember to order your products each month. Doing it this way helps the member, who wants to just use the products each month, to keep from running out each month. As they come to the end of their monthly supply, their replacement products show up at their door thus saving them valuable time.

As far as the builder, they can set up an Autoship with 100 PV or more so that they will never miss their bonus money that they earn on their group volume. At the same time, it makes it more convenient for them as well. Of course, each month any member can change their Autoship to add different products or remove products that last more than a month.

So, how soon could I 'sponsor' someone into Shaklee?

Immediately!... you can register right away online, Fax, or call 1-800-Shaklee. You will need your sponsor's ID number when you do and then you will be given your own Shaklee ID number. Once you have your number, you can sponsor people immediately yourself using your ID number as their Sponsor.

What do I do if I still have some more questions?

You still need to get back in touch with the person who gave you this information. They can answer all your questions leaving you to decide, with absolutely no obligation, whether you are excited by the opportunities of Shaklee and at what level of involvement you are interested for yourself.

Remember, you can come in to use the products at a discount, earn enough to pay for your products or your house payment, or, build a full time income that will allow you to live your life as you want. By getting all your questions answered, you will then be in a position to make a decision that's right for YOU.

My Next Step? Once I've decided that I'd like to start my own Shaklee home-based business, what is my next decision?

Get in touch with the person who gave you this information, your leader, or we can help you if you need direction. The important thing is for you to now take action and soon you too will be enjoying better health and, if you desire, the lifestyle of your dreams!

See you at the top!

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