

Why Should you have a Home Based Business



82% of women
in the United States
who make
\$100,000
a year, or more
did it through
DIRECT
SALES

Do you have the lifestyle
you've always wanted?

What if?

extra
money



Rewarding
lifestyle



trips



INCENTIVES & RECOGNITION 2016-2017



New Director Conference

**San Francisco, Bay Area
September 21-24, 2016**



- Dream Directors
- Earn a total of 18,000 CV in any six consecutive month period within their first 12 months†
- Can qualify to attend the New Directors Conference at Shaklee World Headquarters in the San Francisco Bay Area

† Five-year rule applies

See the 2016-2017 Shaklee Incentive Programs booklet for full qualification information

New Director Conference

REMINDER!
SECOND CHANCE



2017 SHAKLEE
NEW DIRECTORS
CONFERENCE
San Francisco Bay Area

Qualification for New Directors Conference

Missed qualifying for the NDC in your first year with Shaklee?

We have an exciting option for Shaklee Dream Plan Directors who have never attended the New Directors Conference.

See the 2016-2017 Shaklee Incentive Programs booklet for full qualification information



2017 DREAM TRIP
Playa del Carmen

April 2–7, 2017

Dream Trip 2017

6 days/5 nights

In Playa del Carmen



Playa del Carmen: Paradisus – La Esmeralda

- All-inclusive luxury-resort experience designed with the entire family in mind
- Experience the charm of this Playa del Carmen resort surrounded by the Caribbean's warm crystal blue water
- Discover an enchanting private bay with pristine beaches and a carefully preserved mangrove coastline
- Remarkable dining experiences with 14 world class restaurants and 16 bars

Dream Trip 2017 – Playa del Carmen

Qualification Period: January 1, 2016 – December 31, 2016

Trip Dates: April 2–7, 2017

200 points earns you a trip for 1 person in 1 room

275 points earns you a trip for 2 people in 1 room

600 points earns you a trip for 4 people in 2 rooms





**2017 TOP
ACHIEVERS
INTERNATIONAL
TRIP**

Machu Picchu

May 18-23, 2017

Top Achievers Trip 2017 - Machu Picchu

6 days/5 nights

2 nights in Lima, Peru

3 nights in Cusco, Peru

Special Day Trip to Machu Picchu



Belamond Palacio Nazarenas-Cusco:

Set in a tranquil plaza, this former palace and convent has become one of the city's most exclusive hotels.

Shaklee service activity with children from local schools.



Belamond Miraflores Park-Lima:

5-Star Luxury hotel renowned for its Colonial architecture and superb museums with Inca gold and Pre-Columbian antiquities.

Top Achievers Trip 2017 - Machu Picchu

Qualification Period: January 1, 2016 – December 31, 2016

Trip Dates: May 18–23, 2017

850 points earns you a trip for 2 to
Machu Picchu





SHAKLEE SERVICE ACTIVITY



3 Simple Ways to Earn Points

Earn points while growing your business

- Sponsoring with Qualifying Purchase
- New Rank Advancement
- PGV+ Growth over base



See the 2016-2017 Shaklee Incentive Programs booklet for full qualification information.

Sponsoring Points

Earn points for new people you sponsor with a qualifying product purchase:

Purchase	Points Earned
Super GOLD PAK	15
GOLD Plus PAK	10
GOLD PAK	5
Member/Distributor with 150 PV Life Plan	3
Member/Distributor with 100 PV	2

- A minimum of 50 Sponsoring Points are required, at least 10 points must be Personal Sponsoring
- A maximum of 100 Sponsoring Points can be earned in this category
- Double your points – Sponsoring Points double if the person you enroll establishes a 100 PV AutoShip order and maintains it for three months during the qualification period



Rank Advancement Points

Earn points as you achieve new rank levels.

Achieve Paid As Rank and hold for three additional months to earn points.



Rank	Points
Director	30
Sr. Director	50
Coordinator	75
Sr. Coordinator	90
Executive Coordinator	110
Sr. Executive Coordinator	145
Key Coordinator	180
Sr. Key Coordinator	210
Master Coordinator	250
Sr. Master Coordinator	275
Presidential Master Coordinator	300

For the ranks of Key Coordinator and higher, you must meet the requirements of the rank and hold for two additional consecutive months before promotion to the appointed title occurs.

PGV+ Growth Points

Increase your PGV+ Volume over your previous 12-month period PGV+ Base (January– December 2015) to start earning points toward your trip qualification.

PGV+ Over Base	Points
12,000 Over Base	25
24,000 Over Base	+50
36,000 Over Base	+75
48,000 Over Base	+100
60,000 Over Base	+150
72,000 Over Base	+200
90,000 Over Base	+250

- PGV+ points are cumulative. For example, when you increase your PGV+ over base by 36,000, you will earn 150 cumulative points.

Important Changes for 2016

- Three simple ways to qualify
- New Dream Trip qualification for one person to attend
- Double qualification for four people in two rooms
- PGV+ now includes the PGV of your first generation Leaders – both new and existing
- Leadership category for qualified Key Coordinators and above
- All participants must register and attend Shaklee Live 2016 in Orlando
 - If someone is new to Shaklee with an application date after April 1, 2016, they simply must be registered for the 2017 Shaklee Live by December 31, 2016



New Distributor

Qualification Scenario

Point Category	Activity	Points Earned
Sponsoring	Meet minimum sponsoring requirement (50 points)	50
Rank Advancement	Achieve Director and maintain	30
	Achieve Sr. Director and maintain	50
	Achieve Coordinator and maintain	75
PGV+ Increase over base	Increase by 12,000 PGV+ over base	25
	Increase by 24,000 PGV+ over base	50
Total Points		280



Director Qualification Scenario

Point Category	Activity	Points Earned
Sponsoring	Maximize Category	100
Rank Advancement	Achieve Sr. Director and maintain	50
	Achieve Coordinator and maintain	75
PGV+ Increase over base	Increase by 12,000 PGV+ over base	25
	Increase by 24,000 PGV+ over base	50
Total Points		300



2017 SHAKLEE
DREAM
INCENTIVE TRIP
Playa del Carmen

Coordinator

Qualification Scenario

Point Category	Activity	Points Earned
Sponsoring	Maximize Category	100
Rank Advancement	Achieve Sr. Coordinator and maintain	90
PGV+ Increase over base	Increase by 12,000 PGV+ over base	25
	Increase by 24,000 PGV+ over base	50
	Increase by 36,000 PGV+ over base	75
	Total Points	340



**2017 SHAKLEE
DREAM
INCENTIVE TRIP**
Playa del Carmen

Coordinator & Above

Qualification Scenario

Point Category	Activity	Points Earned
Sponsoring	Maximize Category	100
PGV+ Increase over base	Increase by 12,000 PGV+ over base	25
	Increase by 24,000 PGV+ over base	50
	Increase by 36,000 PGV+ over base	75
	Increase by 48,000 PGV+ over base	100
	Total Points	350



Qualification
Scenarios



New Distributor

Qualification Scenario

Point Category	Activity	Points Earned
Sponsoring	Maximize Sponsoring Category	100
Rank Advancement	Achieve Director and maintain	30
	Achieve Sr. Director and maintain	50
	Achieve Coordinator and maintain	75
	Achieve Sr. Coordinator and maintain	90
	Achieve Executive Coordinator and maintain	110
PGV+ Increase over base	Increase by 12,000 PGV+ over base	25
	Increase by 24,000 PGV+ over base	50
	Increase by 36,000 PGV+ over base	75
	Increase by 48,000 PGV+ over base	100
	Increase by 60,000 PGV+ over base	150
Total Points		855



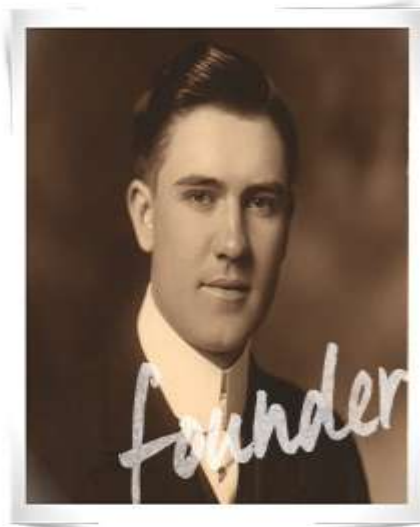
Director

Qualification Scenario

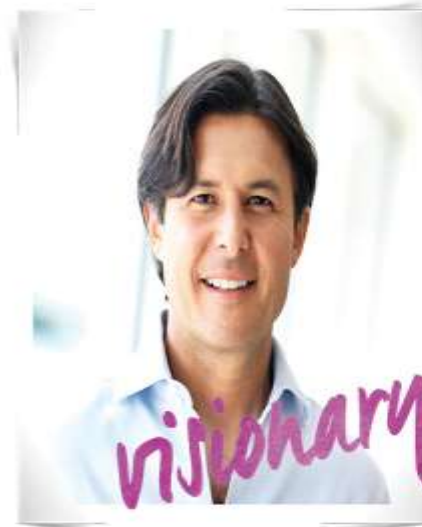
Point Category	Activity	Points Earned
Sponsoring	Meet the minimum sponsoring requirement (50 points)	50
Rank Advancement	Achieve Sr. Director and maintain	50
	Achieve Coordinator and maintain	75
	Achieve Sr. Coordinator and maintain	90
	Achieve Executive Coordinator and maintain	110
PGV+ Increase over base	Increase by 12,000 PGV+ over base	25
	Increase by 24,000 PGV+ over base	50
	Increase by 36,000 PGV+ over base	75
	Increase by 48,000 PGV+ over base	100
	Increase by 60,000 PGV+ over base	150
	Increase by 72,000 PGV+ over base	200
Total Points		975

Built on trust

- Dr. Shaklee – 100 years of innovation
- Leading Global Natural Nutrition Company
- 64 patents/patents pending worldwide



Dr. Forrest C. Shaklee created the first multivitamin in the US in 1915



Roger Barnett leading the next 100 years of Shaklee innovation

Better health for everyone and a better life for anyone.





VISIONARY LEADERSHIP

- Entrepreneurial Family
- Proven successes
- Invested millions researching the industry before buying Shaklee
- Committed to our future

*CEO – Owner:
Roger Barnett*

Purchased Shaklee in April 2004



PERFECT TIMING, VISIONARY LEADER



**Roger
Barnett,
Chairman,
CEO,
Shaklee
Corporation**

Entrepreneurial family with \$2+ billion holdings

- Harvard Business School MBA
- Yale Law School (Senior Editor, Yale Law Journal),
- Yale College (Summa Cum Laude),
- Family took Burberry to #1, plus:

- Roger transformed Arcade, Inc., into the largest sampling company in the world, took it global
- Founder, Chairman and CEO of Beauty.com, one of the leading internet retailers in cosmetics
- Chosen as a Global Leader for Tomorrow by the World Economic Forum
- Elected as a Young Leader Fellow of the National Committee on U.S. - China Relations
- ***Member of:***
 - Young President's Organization
 - Harvard and Yale Schools of Public Health Leadership Councils
 - Yale University President's Council on International Activities
 - Board of Directors of the Elie Wiesel Foundation for Humanity
 - Advisory Board of 2004 Nobel Peace Laureate Wangari Maathai's Green Belt Movement
 - Board of Directors for Town School San Francisco
 - Board of Trustees of The Fine Arts Museums Foundation of San Francisco.

Stability

- Nearly 60 years of paying Distributors over \$7 billion in commissions
- Dedicated to your long-term success



USE



Experience the way Shaklee products can help transform your health.

SHARE



Share Shaklee products with friends and family and earn extra cash + rewards.

BUILD



Build a team in a way that works for you and fits your life, with the potential for significant financial rewards.

HEALTHY FOUNDATIONS

\$41
BILLION

+7%



HEALTHY HOME

\$92
BILLION

+7%

\$360 BILLION

HEALTHY
SOLUTIONS

\$105
BILLION

+5%

HEALTHY
WEIGHT

\$14
BILLION

+8%

HEALTHY BEAUTY

\$107
BILLION

+5%

Source: 2013 Euromonitor

2013 Industry Sales in U.S.



Total Prescription Drug Sales =
\$326 billion

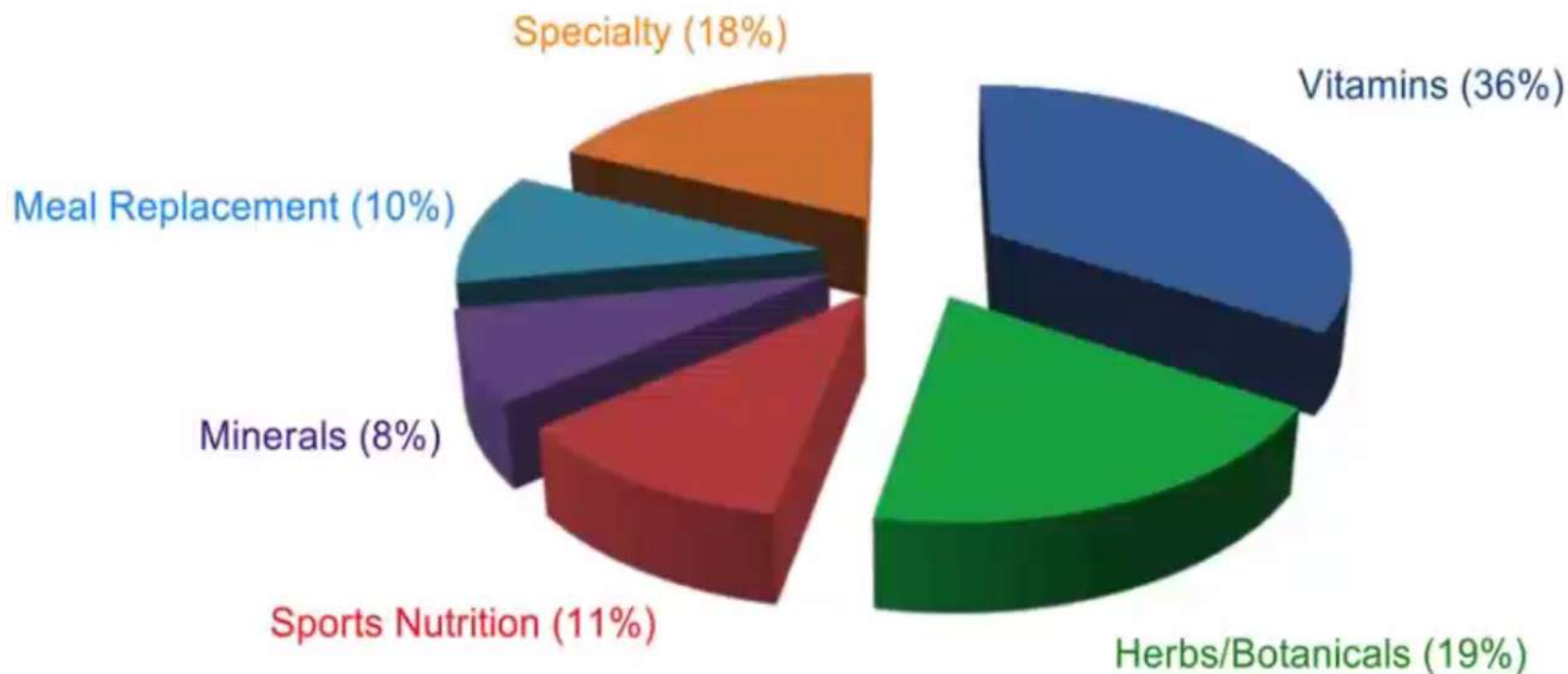
Total OTC Drug Sales =
\$30 billion

How large is the Dietary Supplements Market?

Total Supplement Sales in U.S in 2012 = **\$32.5 billion**



Dietary Supplement Market in U.S.



Herb/Botanicals represents the largest non-vitamin share,
Specialty is also natural products (fish oil, glucosamine).

HEALTHY SOLUTIONS

Natural solutions for the most important areas of health



SHAKLEE LIFE PLAN

The best, most comprehensive nutritional system in the world

- Feel amazing in 30 days
- Feel younger, longer for the rest of your life
- 35 patents/pending



HEALTHY HOME

Because home should be the safest place on earth



HEALTHY WEIGHT

Quite possibly the last weight-loss program you'll ever need



HEALTHY BEAUTY

Exclusive, triple-patented, with the nutrients skin craves





Shaklee
Life

The best, most
comprehensive
nutritional system
in the world





Proven by Science

- The Landmark Study is one of the largest long-term supplement usage studies ever done.
- Double digit better biomarkers in heart, brain and cognitive health and biological stress.
- Shaklee had twice as many users who rated their health as very good to excellent.

11%
LOWER

cholesterol ratios,
a key marker for
cardiovascular
health

33%
LOWER

levels of
triglycerides, a
critical biomarker
for **heart health**

36%
LOWER

levels of
homocysteine, an
indicator of **brain**
and cognitive
health

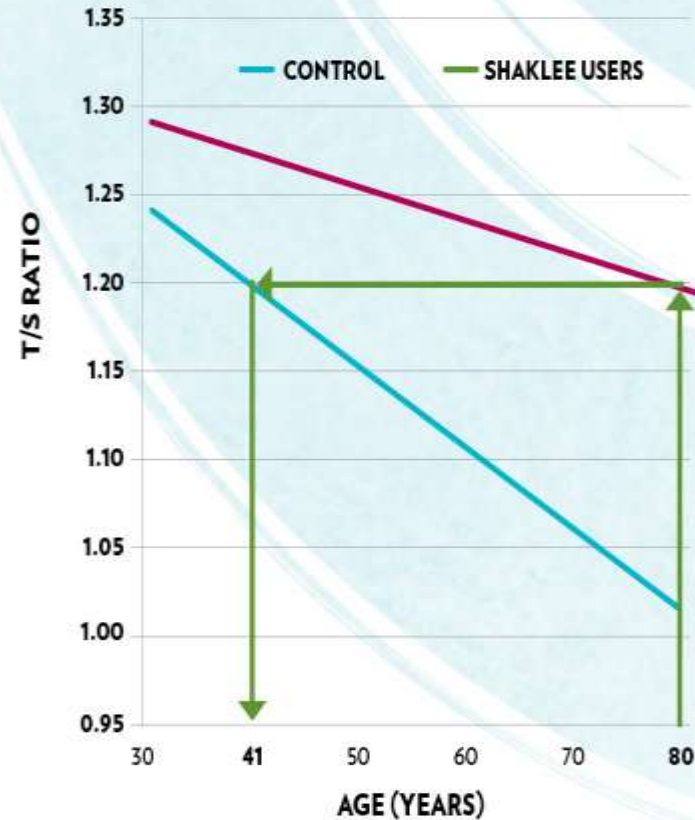
59%
LOWER

levels of **c-reactive**
protein, a key
biomarker for long-
term **biological**
stress



Proven by Science

- The Telomere Study compared the telomeres of Shaklee users with a healthy control population, and the study showed that Shaklee users had significantly longer telomeres
- 40% lower rate of telomere shortening among Shaklee users
- Statistical analysis* projects that an 80-year-old Shaklee user would have the same telomere length as a 41-year-old





POWERFUL RESULTS

- The key ingredients in Vivix® have been shown in a clinical study and numerous laboratory studies to **Slow Aging at the Cellular Level™*** in four ways:
 - Improve cell defense*
 - Increase cell energy*
 - Promote cell repair*
 - Optimize cell performance*



**14,992
SPECS**

LIFE PLAN ONLY



**74,960
PAGES**



**74,901
TESTS***

*Based on an estimate of the number of tests required by specifications for each Shaklee Life Plan product from raw materials through piloting and the first three production runs.

 **Shaklee**
Creating Healthier Lives®

Purity and Costs

Pure and High-Quality Ingredients

- Costs associated with analysis
- Costs associated with purity

Magnesium Chloride (MgCl_2)

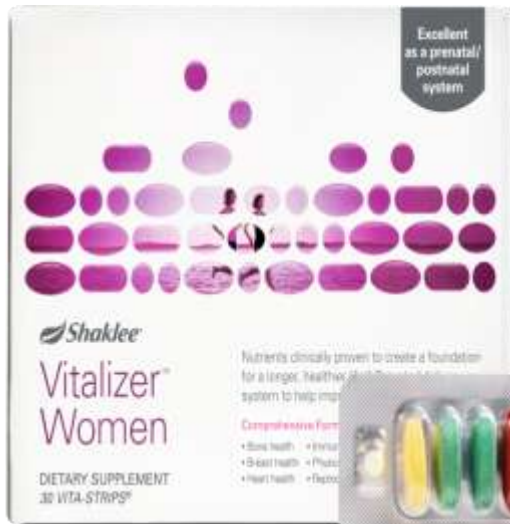
98%	\$0.52/gram
99%	\$0.68/gram
99.9%	\$7.19/gram
99.99%	\$10.20/gram



**20-fold
increase in
cost!!**



Excellent as a prenatal/postnatal system



Shaklee
Vitalizer™
Women

DIETARY SUPPLEMENT
 30 VITA-STRIPS®

Nutrients clinically proven to create a foundation for a longer, healthier life. This system to help improve your health.

Comprehensive Formula

- Bone health
- Blood health
- Heart health
- Energy
- Photosynthesis
- Detoxification



Shaklee

Scientifically Advanced
Vita-Lea®
 Iron Formula

DIETARY SUPPLEMENT



Shaklee

Scientifically Advanced
Vita-Lea®
 Without Iron Formula

DIETARY SUPPLEMENT



Shaklee

Scientifically Advanced
Vita-Lea Gold®
 Vitamin K Formula

DIETARY SUPPLEMENT



Shaklee
Life

Without Iron
 Clinically proven nutrients designed to help create the foundation for a longer, healthier life.*

New and Improved



VIVIX

DIETARY SUPPLEMENT
 30 LIFE-STRIPS™



Shaklee Life



Vita-Lee® ingredients are shown to blunt the biological stress response following consumption of a high-fat food meal.



The Landmark Study showed that long-term Shaklee supplement users have markedly better health than single-male users and non-supplement users.



Vita-Lee® Gold improves bone density in healthy postmenopausal women. (Adequate calcium and vitamin D throughout life, as part of a well-balanced diet, may reduce the risk of osteoporosis.)



Mind Works® improves improvements in memory, focus, and reaction time. 50% better than the control group.**



Shaklee NutriForce® enhanced immune response.**



Shaklee Life Energizing Shake Mix helped regular exercisers gain about 20% more muscle and lose 10% more body fat than nonusers.



100% GUARANTEED



Vita-Lee® increased blood estrogen levels in healthy college-age women using dietitian-designed diets.**



Shaklee Performance® extended the endurance of cyclists.





As of December 1 all food products will be non-GMO



the Shaklee difference

At Shaklee, we believe that nature holds the answers to a healthy and productive life. By using pure and potent ingredients and the foremost scientific research, we formulate nutrition products that are truly life enhancing.

PURITY

Quality ingredients,
safe products

POTENCY

Extensive studies,
effective nutrients

PERFORMANCE

Better absorption,
better results



 **Shaklee**
Creating Healthier Lives™

GET CLEAN[®] STARTER KIT

*You would need to spend over **\$3,400** to get the same cleaning power from major name brands!**

- 60 Bottles of Fantastik[®], 32 oz.
- 32 Bottles of Mop 'n Glo[®], 32 oz.
- 728 Bottles of Windex[®], 26 oz.
- 1 Bottle of Woolite[®], 50 oz.
- 1 Container of Clorox[®] Wipes

- 1 Bottle of Soft Scrub[®]
- 2.5 Boxes of Cascade[®], 45 oz.
- 2 Boxes of Tide[®], 50 oz.
- 3 Bottles of Downy[®], 20 oz.
- 1 Box of Bounce[®]



*Based on number of uses per label directions.

GET CLEAN[®] Safe for you, your home, and your planet.[®]

Results so dramatic...

...even we did a double take!

In 28 days, clinical studies confirmed*:

- 665% increase in skin firmness
- 421% reduction in the appearance of wrinkles
- 88% reduction in fine lines

So unique and proprietary, Enfuselle® has been granted seven patents



*Read a full description of all the amazing test results at www.shaklee.com/products_prod_perscare.shtml





Eight of Time-Life's 25 Greatest Adventures of All Time Powered by Shaklee

- Mt. Everest - first American ascent without oxygen
- Jacques Cousteau's Calypso and Alcyon expeditions
- Voyager - first nonstop flight around the world
- Will Steger's three record-breaking polar expeditions
- Daedalus Project - world record for human-powered flight



30 MEDALS
16 GOLD
CHAMPION SWIMMER
GARY HALL JR.

Flexibility

- How, when, and where is up to you





RETIREMENT?

Amount Saved	Annual Income	Monthly Income
\$100,000	\$ 1,500	\$125
\$750,000	\$11,250	\$937
\$1,000,000	\$15,000	\$1,250
\$1,500,000	\$22,500	\$1,875
\$2,500,000	\$37,500	\$3,125
\$3,000,000	\$45,000	\$3,750

It's your call:

1. Build a part-time Shaklee business

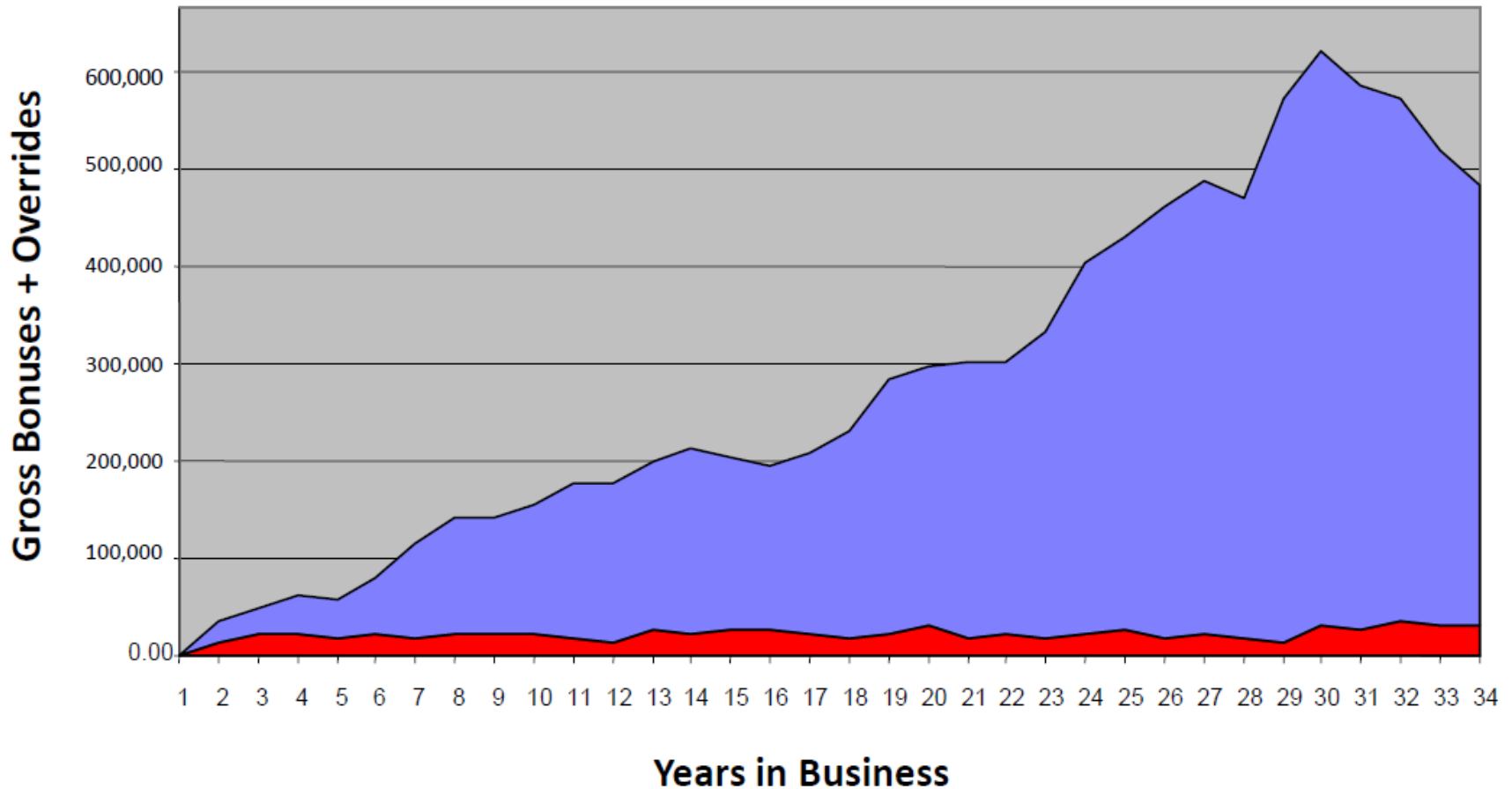
- or -

2. Save \$1 to \$3 million (after taxes & living expenses)

Actual 2010 Average Annual Incomes By

SHAKLEE RANK!	Annually	Monthly
Associate	\$1,440	\$120
Director	\$10,418	\$868
Senior Director	\$13,126	\$1,094
Coordinator	\$21,784	\$1,815
Senior Coordinator	\$37,607	\$3,134
Executive Coordinator	\$54,993	\$4,583
Sr. Executive Coordinator	\$65,673	\$5,473
Key Coordinator	\$97,406	\$8,117
Senior Key Coordinator	\$118,476	\$9,873
Master Coordinator	\$209,793	\$17,483
Sr. Master Coordinator	\$387,816	\$32,318
Presidential Master Coord.	\$598,037	\$49,836

Personal Bonuses on PGV compared to
Personal Bonuses on PGV + Overrides on BGV



Real graph of a Shaklee Distributor - Building leaders gives you the of the benefit of the Blue level of income where as Red is just gathering customers - Which income level would you prefer?

MONTHLY INCOME COMPARISON

Director (2K PV) for 6 mos qualifies YOU for an *all expense paid trip for 2 to Shaklee World Headquarters & dinner in Napa Valley.*



\$218

\$260

\$329

\$422

\$441

\$450

\$546

\$886

Arbonne
Dst. Mgr.

Xango
1K

Mona Vie
Star 500

Herbalife
World TM

NuSkin
Executive

Amway
IBO

Melaleuca
Director III

 **Shaklee**
Director

REWARDED FOR WORKING SMARTER, NOT HARDER



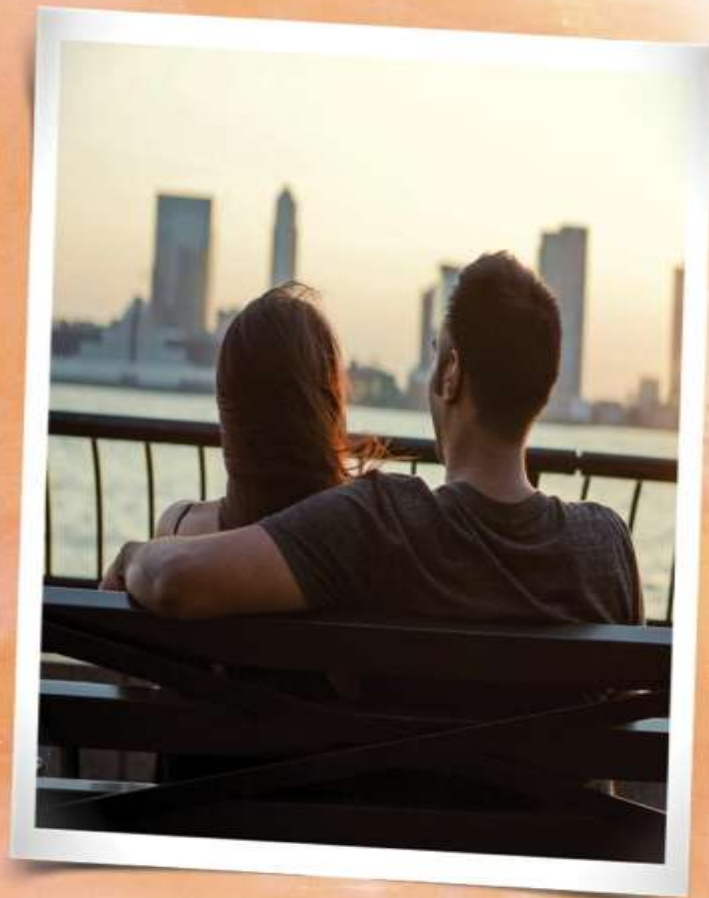
\$7 Billion paid to the field



2,000+ Partners paid over 1 Million

www.twincitiesshakleegroup.com

How do you
see yourself
fitting in?



A high-contrast, black and white profile photograph of an elderly man with glasses, looking towards the right. The image is mostly in shadow, with the highlights defining his facial features and the texture of his skin. The glasses are dark and prominent.

 Shaklee®

“Your future life will be exactly
what you decide to make it.”
— Dr. Forrest C. Shaklee

3 ways to join

USE PRODUCTS

Free Membership
\$79.25 - \$269.95

Place the Life Plan on AutoShip and receive a coupon for a Shaklee product for only \$10.**



or Join for \$19.95

SHARE & EARN

Upgrade from Member to Distributor \$29.95 or join \$49.95



\$349 Gold PAK
Over \$700* total value



BUILD A BUSINESS

\$649 Gold Plus PAK
Over \$1,300* total value



\$1,049 Super Gold PAK
Over \$2,200* total value



*Based on Suggested Retail Price. **As a Shaklee Member save 15-25% on future purchases. If placed on AutoShip, this offer also includes an online coupon for a Shaklee product (up to \$100 SRP value) for only \$10. Product selection subject to availability. Product may be substituted with product of similar value at any time.



\$349 Gold PAK Over \$700* Value (250 PV)

A collection of our newest healthy products including Shaklee Life Plan, 3 months Shaklee Personal Web Site, free Regional Conference registration.

PRODUCTS

- Shaklee Life Plan
- Life Shake Packets (6 packets)
- MindWorks®
- NutriFeron®
- Basic H²®
- Spray Bottles (3-Pack)

BUSINESS TOOLS

- New Distributor Kit
- Gold Ambassador fee
- 1 Regional Conference Registration
- 3 Months PWS



\$649 Gold Plus Pak Over \$1,350* Value (500 PV)

A comprehensive selection from each healthy product category, including Shaklee Life Plan, 6 months Shaklee Personal Web Site, free Global Conference registration, 2 free Regional Conference registrations.

PRODUCTS

- Shaklee Life Plan
- Life Shake Packets (4 packets)
- MindWorks®
- NutriFeron®
- Vitalized Immunity™
- Stress Relief Complex
- Shaklee 180® Snack Bar Assortment (10 bars)
- Shaklee 180® Energizing Tea, Pomegranate
- Performance—Lemon Lime
- Energy Chews
- Hydrating Cleansing Lotion
- Enfuselle Dispensing Pump
- Hydrating Toner
- Time Repair A.M.
- Hydrating Moisturizer
- Germ Off Wipes
- Fresh Laundry Liquid HE
- Nature Bright Laundry Booster
- Dish Wash Liquid 16 oz.
- Basic H2®
- Spray Bottles (3-pack)

BUSINESS TOOLS

- New Distributor Kit
- Gold Ambassador fee
- 1 Global Conference Registration
- 2 Regional Conference Registrations
- 6 Months PWS



\$1,049 Super Gold Pak Over \$2,200* Value (750 PV)

A super-charged selection from each healthy product category, including Shaklee Life Plan, 12 months Shaklee Personal Web Site, 2 free Global Conference registrations, 2 free Regional Conference registrations.

PRODUCTS

- Shaklee Life Plan
- Life Shake Packets (6 packets)
- MindWorks®
- NutriFeron®
- Vitalized Immunity™
- Shaklee 180° Turnaround™ Kit
- Performance—Lemon Lime
- Physique
- Energy Chews
- Enfuselle Nutrition Therapy Skin Care Kit
- Get Clean® Starter Kit

BUSINESS TOOLS

- New Distributor Kit
- Product Selection Guide (pack of 25)
- Product Guide (pack of 12)
- Live Well with Shaklee brochure
- Gold Ambassador fee
- 2 Global Conference Registrations
- 4 Regional Conference Registrations
- 12 Months PWS



What you need to Ask

- **Stability: How old is the company?**
- **Does the company have excellent products or services that consumers will use and need on a regular basis**
- **Does the company have a pay plan that is even and fair and generous overall?**
- **Integrity of the company and the management.
Can you Trust the Company?**
- **Does the company have momentum and is the timing right?**
- **Does the Company offer support and training.**

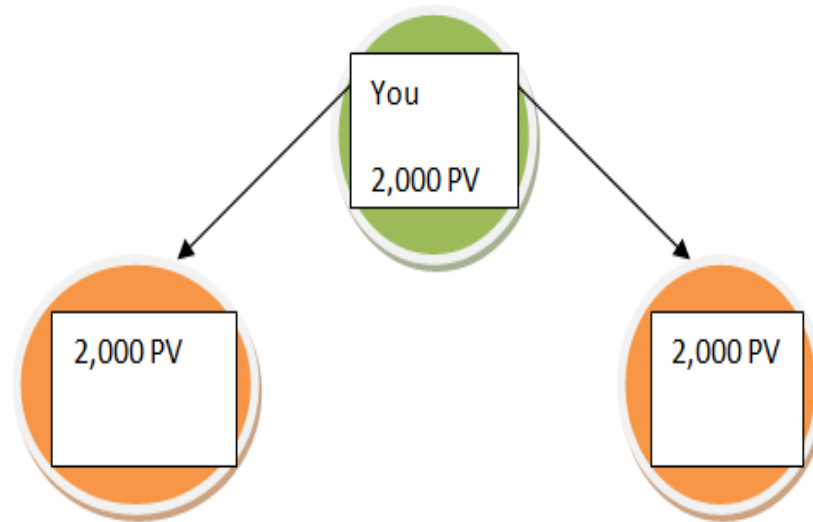
WHAT DO I HAVE TO DO TO EARN THAT MONEY?

1. Use the products

2. Recommend your favorites

3. Invite others to take a look

Process of Duplication Year 1



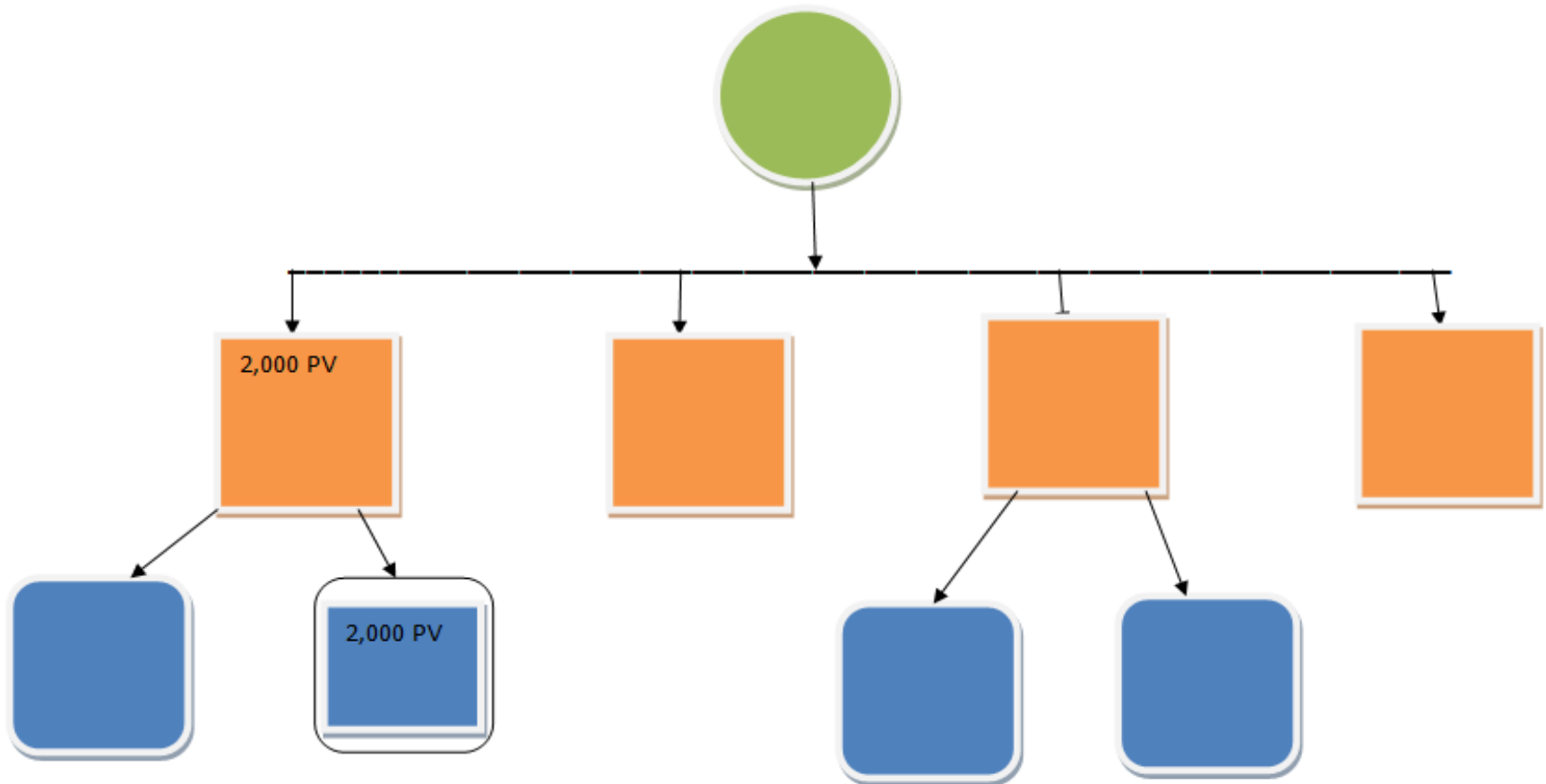
You are now a Coordinator

Your PV 2,000 X .20 = \$400

2 first levels 4,000 X = \$240

640 X 12 = 7,680year

Process of Duplication Year 2



You are now a Senior Coordinator

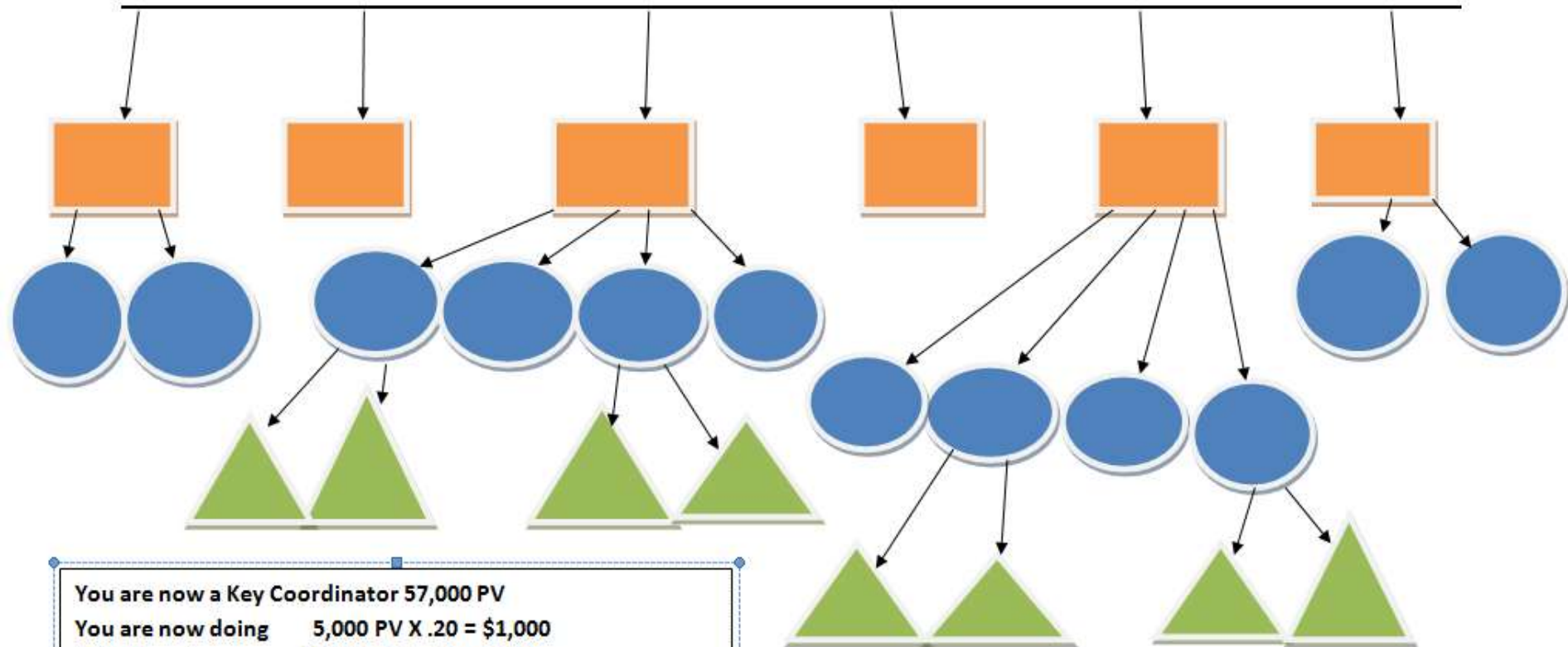
Your PV $2,000 \times .20 = \$400$

4 first levels $8,000 \times .08 = \underline{\$640}$

4 second levels $8,000 \times .07 = \underline{\$560}$

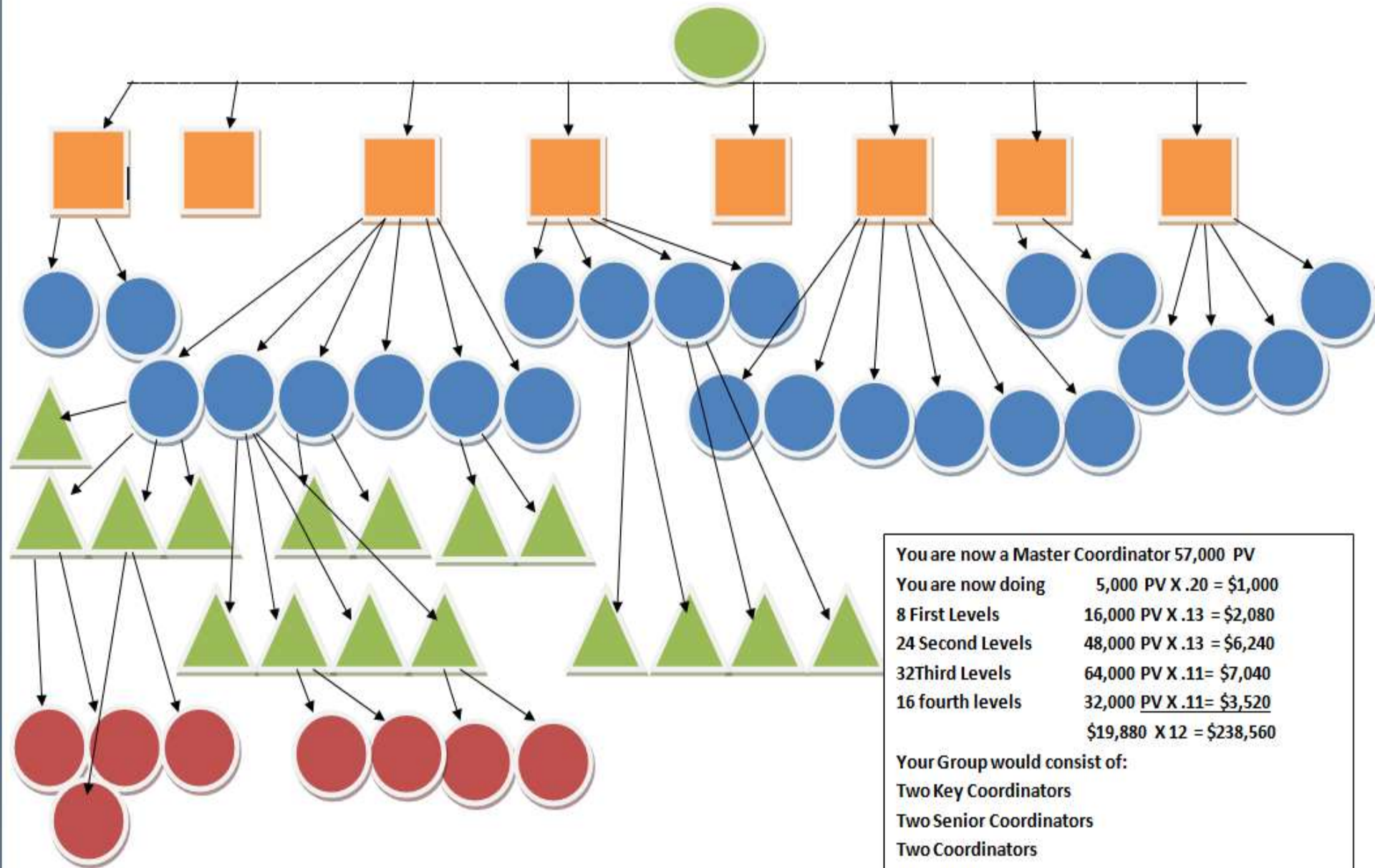
$\$1,600 \times 12 = 19,200$ year

Process of Duplication Year 3



You are now a Key Coordinator 57,000 PV	
You are now doing	5,000 PV X .20 = \$1,000
6 First Levels	12,000 PV X .11 = \$1,320
12 Second Levels	24,000 PV X .11 = \$2,640
8 Third Levels	16,000 PV X .09 = \$1,440
	 \$6,400 X 12 = \$76,800

Process of Duplication Year 4



You are now a Master Coordinator 57,000 PV

You are now doing 5,000 PV X .20 = \$1,000

8 First Levels 16,000 PV X .13 = \$2,080

24 Second Levels 48,000 PV X .13 = \$6,240

32 Third Levels 64,000 PV X .11= \$7,040

16 fourth levels 32,000 PV X .11= \$3,520

\$19,880 X 12 = \$238,560

Your Group would consist of:

- Two Key Coordinators**
- Two Senior Coordinators**
- Two Coordinators**

2014 Average annual income*

Rank	Average of lowest 1/3	Average	Average of highest 1/3
Presidential Master Coordinator	\$343,965	\$626,265	\$1,009,304
Senior Master Coordinator	\$191,983	\$262,388	\$374,799
Master Coordinator	\$109,525	\$204,168	\$338,807
Senior Key Coordinator	\$78,145	\$115,881	\$171,840
Key Coordinator	\$56,679	\$89,422	\$131,627
Senior Executive Coordinator	\$37,964	\$65,603	\$100,760
Executive Coordinator	\$28,634	\$48,419	\$72,093
Senior Coordinator	\$17,535	\$32,879	\$51,867
Coordinator	\$9,668	\$20,859	\$35,479
Senior Director	\$6,236	\$13,317	\$23,576
Director	\$4,674	\$10,357	\$18,859

CASHFLOW QUADRANT

EMPLOYEE

Work for a System

90% of Americans work for others

SELF EMPLOYED

You are the System

Doctors, Attorneys, Dentist, etc. . .

Don't work, **DON'T** get paid

10% of the Wealth

GET RIGHT - DON'T BE LEFT BEHIND!

CASHFLOW QUADRANT

EMPLOYEE

Work for a System

90% of Americans work for others

BUSINESS OWNER

Systems Works For You

TAX ADVANTAGES that employees don't

SELF EMPLOYED

You are the System

Doctors, Attorneys, Dentist, etc. . .

Don't work, DON'T get paid

10% of the Wealth

INVESTOR

Money Works For You

Money makes money all day long

DON'T work, still get paid ☺

90% of the Wealth

GET RIGHT - DON'T BE LEFT BEHIND!

**Your Shaklee Home-Based Business
Means Tax Savings For YOU!!**

**Your Shaklee Home-Based Business
Means Tax Savings For YOU!!**

As you can see, with a Shaklee Home-Based Business, you are now entitled to tax deductions that could enable you to save (or spend) thousands of dollars that you would otherwise pay in taxes!!

The tax laws are business friendly.

These are the same laws which large corporations, such as Microsoft, Wal-Mart, and BP Oil utilize.

The only difference between them and you is size.

Your Shaklee Home-Based Business

Means Tax Savings For YOU!!

Tax Savings' Benefits—1

The following are a partial listing of the various deductions that may be available to you. You should consult your tax professional for details.

- **Accounting, Banking & Professional Fees**
- **Advertising**
- **Automobile Expenses**
- **Business Use of Your Home**
- **Continuing Education**
- **Depreciation**
- **Donation of Products**
- **Dry Cleaning & Laundry**
- **Education & Training**
- **Employ Your Children**
- **Entertainment Expenses**
- **Equipment Purchases**
- **Freight & Postage**

Your Shaklee Home-Based Business Means Tax Savings For YOU!!



Tax Savings' Benefits—2

The following are a partial listing of the various deductions that may be available to you. You should consult your tax professional for details.

• Gifts & Incentives

- Interest
- Self-employment Tax
- Real Estate Tax
- Sales Tax
- Overhead Expenses
- Employees' Pay
- Internet & Website Charges
- Insurance
- Meals
- Meals & Lodging While Traveling
- Medical & Dental
- Meeting Expenses

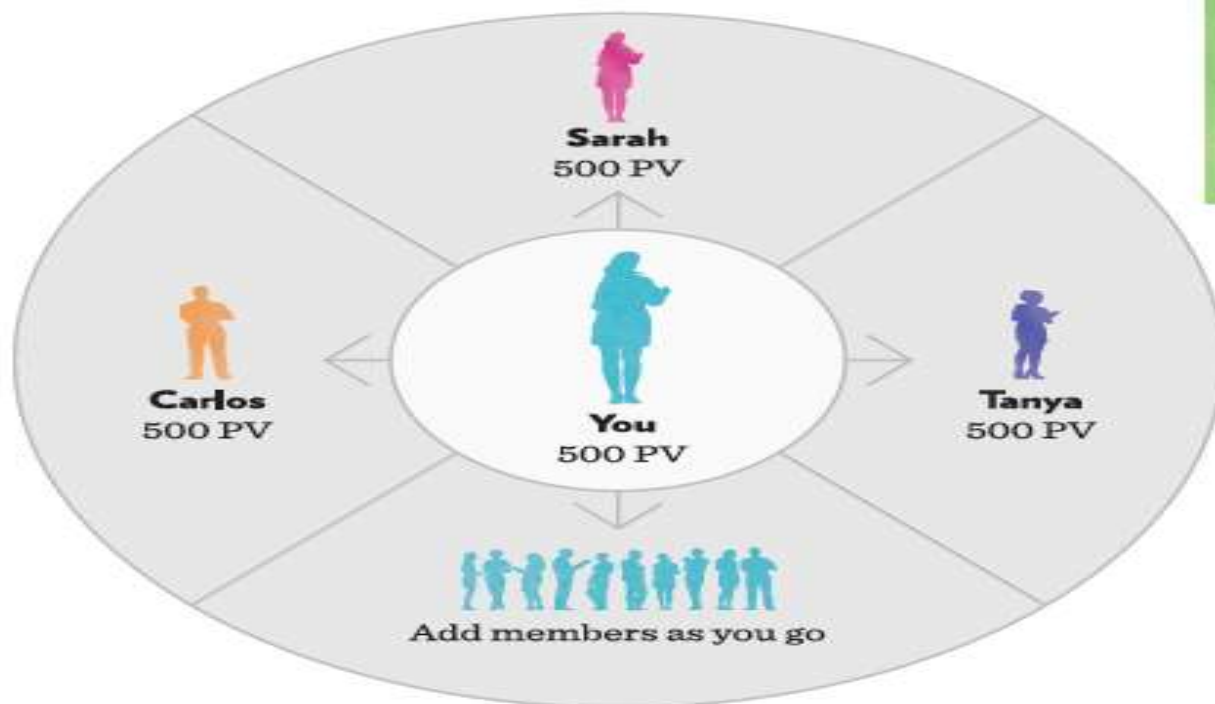
Your Shaklee Home-Based Business Means Tax Savings For YOU!!

Tax Savings' Benefits—3

The following are a partial listing of the various deductions that may be available to you. You should consult your tax professional for details.

- Office Supplies
- Parking & Tolls
- Repairs & Maintenance
- Retirement Plans
- Sales Promotional
- Sales Tax & License
- Seminars
- Self Employment Taxes
- Subscriptions & Dues
- Telephone/Cell Phone Expenses
- Tips & Gratuities
- Transportation Expenses Travel
- Utilities

Earn the cost of your 500 PV Pack and become a Director



Pro tip

There are many paths to Director. This illustration offers one possible path. Be sure to consult your mentor in Shaklee to learn the path they recommend.



Join with a 500 PV Pack and enroll three builders who join on the same 500 PV Pack you did to earn back the cost of your 500 PV Pack.

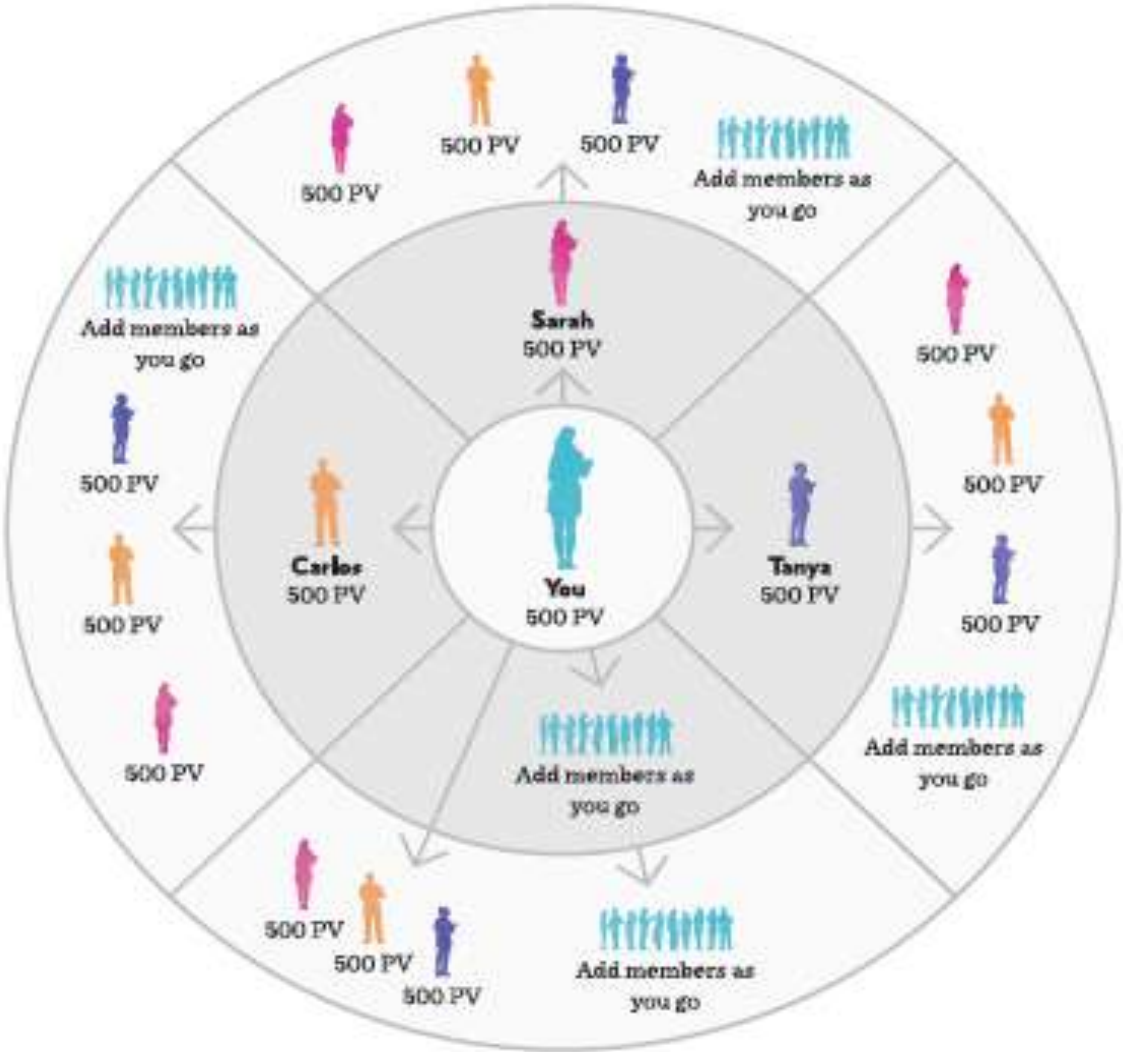


You become Director at 2000 PGV. Following this pattern with the 750 PV Pack, you become a Director at 3000 PGV. You can become a Director at 2000 and 3000 PGV in other ways, such as enrolling a sufficient number of Members with 100 PV or more. At 3000 PGV, you begin qualifications for a trip to the San Francisco Bay Area and the Shaklee home office for special leadership training.”



Continually adding Members makes your Shaklee business more stable.

Help create new Directors and advance in the Dream Plan



Car Bonuses: A monthly bonus between \$225 and \$600 for up to 36 months toward the purchase or lease of a car after a minimum point value is achieved, beginning at the rank of Senior Director.

Commissions: All bonuses earned through a Distributor's Shaklee business.

Dream Plan: The Dream Plan is the compensation plan for Shaklee Distributors. It includes a variety of commissions, bonuses, and rewards.

FastTRACK: The Shaklee *FastTRACK* is an incentive program designed to reward new Business Leaders (Director and higher) for advancing quickly through the Shaklee Dream Plan. The *FastTRACK* contains time-specific targets and pays bonuses when those targets are reached and maintained. This supercharged career path gives you the opportunity to build stable business income and earn fantastic rewards at the same time.

Gold Bonuses: Bonuses of \$50, \$100, or \$150 earned based on sponsoring new Distributors into Shaklee with specific Gold PAK, Gold Plus PAK, or Super Gold PAK purchases.

Infinity Bonus: A monthly bonus of up to 8 percent on the point value of products sold in the entire organization below a Shaklee Distributor, beginning at the rank of Senior Coordinator.

Leadership (Generational) Bonus: A monthly bonus on the point value of products sold within the groups of leadership-level Distributors up to six generations below a Distributor, beginning at the rank of Senior Director.

Luxury trips: A trip for two to four people to luxury destinations as selected by Shaklee, including air, lodging, transfers, and some meals, earned through business-building activities during the qualification period, subject to minimum rank and activity requirements.

PGV or Personal Group Bonuses: A monthly bonus of up to 20 percent based on the point value of products sold to customers and Distributors within a Distributor's own group.

Power Bonuses: Bonuses of \$150 earned by Shaklee Distributors who sponsor a minimum combination of new Members and Distributors with orders above a minimum size, within set time limits.

Price differential: The difference between the price paid by a Shaklee Distributor and their customer.

PV: PV is the "point value" attributed to every Shaklee product. All commissions are paid based on the PV of products sales volume.

Rewards – All levels

Rank	Average of lowest 1/3*	AVERAGE*	Average of highest 1/3*	Monthly car bonus†	2015-2016 Incentive trips‡	FastTRACK* awards	FastTRACK 50% match
DIRECTOR	\$4,674	\$10,357	\$18,859		New Directors Conference Bay Area		
SENIOR DIRECTOR	\$6,236	\$13,317	\$23,576	\$225 to \$250		UP TO \$1,000	\$500
COORDINATOR	\$9,668	\$20,859	\$35,479		Los Cabos, Mexico	UP TO \$3,000	\$1,500
SENIOR COORDINATOR	\$17,535	\$32,879	\$51,867	\$325 to \$375		UP TO \$5,000	\$2,500
EXECUTIVE COORDINATOR	\$28,634	\$48,419	\$72,093		Tuscany, Italy	UP TO \$10,000	\$5,000
SENIOR EXECUTIVE COORDINATOR	\$37,964	\$65,603	\$100,760	\$400 to \$450		UP TO \$15,000	\$7,500
KEY COORDINATOR	\$56,679	\$89,422	\$131,627		Hometown Celebration	UP TO \$15,000	
SENIOR KEY COORDINATOR	\$78,145	\$115,881	\$171,840	\$450 to \$500		UP TO \$15,000	
MASTER COORDINATOR	\$109,525	\$204,168	\$338,807	\$500 to \$600	San Francisco	UP TO \$25,000	
SENIOR MASTER COORDINATOR	\$191,983	\$262,388	\$374,799				
PRESIDENTIAL MASTER COORDINATOR**	\$343,965	\$626,265	\$1,009,304	Keys			