

David Miller
Shaklee - Independent Distributor
1490 Bat Roost Rd
Manchester, Ohio 45144
937-779-0046

Get Your Shaklee Products Go Here:

<http://www.shaklee.net/mimc/>

Introducing Shakleebaby™ and Shakleekids™



**Introducing Shakleebaby™ - Always Safe. Always Gentle. Always Healthy.
Open Order 5/1**

Babies are the most precious gifts in the world. Keep yours happy and healthy with Shakleebaby. Safe, pure, and natural, our pediatrician tested baby care products are formulated to keep your little one's bottoms soft, itty-bitty toes clean, and growing body healthy.



Gentle Wash

Clean, fresh baby. This extra gentle wash is made with organic chamomile and lavender, pH balanced and sensitivity tested to shower even the most tender skin with love. 99% Natural; 76% Organic.

#30108 <http://www.shaklee.net/mimc/>



Soothing Lotion

So soft. Organic sunflower seed oil and shea butter moisturize, and organic chamomile and lavender soothe. 99% Natural; 87% Organic.

#30106 <http://www.shaklee.net/mimc/>



Diaper Rash Cream

Naturally soothing. Zinc Oxide protects baby's delicate skin from wetness, keeping skin healthy and dry, and helps heal diaper rash. Organic and natural oils keep skin hydrated and smooth while chamomile, aloe, and calendula extracts soothe. 99% Natural. 78% Organic.

#30109 <http://www.shaklee.net/mimc/>



Massage Oil

Perfect for massaging baby or moisturizing after a bath. With organic sunflower oil, lavender, and chamomile to moisturize and smooth. 99% Natural, 99% Organic.

#30107 <http://www.shaklee.net/mimc/>

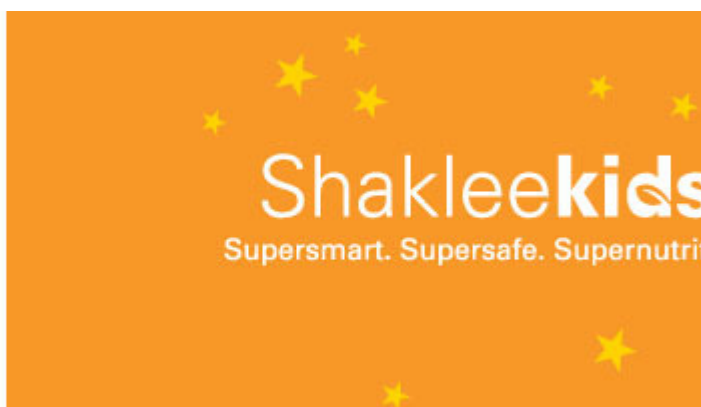


Multivitamin & Multimineral Powder

One of the most comprehensive infant-toddler supplements available, it contains prebiotics to help promote a healthy immune system and bundles of vitamin D to support strong bones and teeth. Star-K Certified. *

#20057 <http://www.shaklee.net/mimc/>

* These statements have not been evaluated by the Food and Drug Administration. These products are not intended to diagnose, treat, cure, or prevent any disease.



Introducing Shakleekids™ - Supersmart. Supersafe. Supernutritious.
Open Order 5/1

Behold the powers of Shakleekids Mighty Smart and Incredivites! These dietary supplements are made with supersafe ingredients that bring out the best in kids, like rad vision, smart noggins, and a rockin immune system. *



Incredivites™

Shakleekids Incredivites is the first kids chewable multivitamin in the U.S. with lactoferrin, a protein that helps busy bodies' immune systems stay supercharged. Packed with 23 essential nutrients, it's one of the most comprehensive supplements available - with 600IU of vitamin D to support strong bones and teeth, and 100% of the daily value for vitamins C and E per serving. *

#20002 <http://www.shaklee.net/mimc/>

Note: Vita-Lea® Ocean Wonders™ will continue to be available.



Mighty Smart™

Shakleekids Mighty Smart is scientifically formulated with a power-packed blast of ultra-pure DHA. Essential for early brain development, this omega-3 fatty acid has been shown to support mighty memory, mad concentration, and fierce mind skills. Star-K Certified.

#20058 <http://www.shaklee.net/mimc/>

Use this script when you are following up with someone who has expressed interest in losing weight or with someone who has requested information from you about losing weight (i.e., use for warm leads). These scripts are ideas to help you get started. Try to put them in your own words so you begin to feel more comfortable with them.

Step 1 Find Out Why Your Customer Wants to Lose Weight

What to Do

Begin by developing a rapport with your prospective customer. Ask questions about what they have tried in the past and why they want to lose weight. Empathize with any previous dieting struggles they may have experienced in the past. Find out what's driving their interest in a weight loss program.

What to Say

Hi, this is _____ (your name). You had requested some information about losing weight. Okay, great. I'd like to start by asking you a few questions that will help us work out the best plan for you.

Have you tried other diet programs before? Which ones? Why do you think those diets didn't work?

Why do you want to lose weight? What is your primary motivation? (for example, appearance, health risks, wedding or other special event, low energy, self-esteem)

How much weight would you like to lose?

Step 2 Tell Your Personal Story (or borrow a story)

What to Do

Tell your personal "packaged" story. This will show the person that you understand the challenges of trying to lose weight and demonstrate how you were able to overcome them.

Be excited! You want them to see and feel your enthusiasm.

Tell a success story about someone other than yourself.

What to Say

I know how hard dieting can be. I'd like to share my own experience because I also faced challenges, and this plan has really helped me.

<Fill in your personal packaged story here.>

Step 3 Learn More about Your Potential Customer's Dietary Habits

What to Do

Try to gain a better understanding of your customer's eating habits. This will allow you to gather some information about how much they are currently spending on food, so you can later show them where they can change their spending to make the program affordable.

What to Say

Okay, so it sounds like you want to lose weight because (fill in the reasons they just stated). Those are great reasons and motivations to lose weight. Now, I'd like to learn about your current eating habits.

What do you usually eat for breakfast? What is a typical dinner for you? Do you snack?

How many times a week do you eat out? How often do you stop at Starbucks or other coffee shops?

Great, thanks for sharing this information with me.

Step 4 Introduce Your Prospective Customer to Cinch

What to Do

Now is the time to introduce them to Cinch. Use the tools available. Just pick whichever method feels most comfortable for you or is best suited to your situation

Make sure you are with the person or on the phone during the presentation so you can ask for the sale when it is finished.

- Cinch Three-Minute Call - use this if you are on the phone with someone. Set up a three-way conference call so you can listen to the pre-recorded Cinch message together with them.
- "Say Hello to Cinch" DVD - watch the DVD together with your prospect. If you do give it to someone, ask them to watch it that evening and tell them the DVDs are so "hot," you need it back tomorrow. Call them the next day.
- CinchPlan.com - watch the "Get the Whole Low Down" video at the Web site. Use this if you are with the prospect and have Internet access.
- Introduction to Cinch PowerPoint Presentation - use this if you are with the prospect and are comfortable presenting the plan in this manner.

What to Say

What I would like to do now is (3-way you into call, show you the DVD, show you the Web Site, etc...) to explain exactly how the plan works.

You will see how the Cinch program is designed to help you keep the muscle you have, burn the fat you don't need, and lose the inches you don't want. And you will hear from others who have had success with our plan. Plus, you'll see how easy it is to get started.

Step 5 Ask for the Sale

What to Do

After your Cinch presentation, you are now ready to make a sale. Ask for the sale, but be prepared to address the most common objections someone may raise.

What to Say

_____ (their name), weren't those stories encouraging? Which one did you relate to? Which flavor would you like to get started with? Great, I take Visa, MasterCard, or Discover.

Step 6 Handling Objections

What to Do

Some prospective customers may seem skeptical or raise some objections during your conversation. Here are some examples of what you might hear and some suggestions on how to handle them.

"This is too expensive."

(NOTE: Refer them back to how often they eat out, visit Starbucks, etc... and identify where they can switch their spending)

You know, I have to admit that at first I thought it was a lot to spend. But then I realized I'm getting a healthy breakfast and lunch, a supplement, snacks that help with cravings, and an energy drink. Losing weight was really important for me, so it made sense, and it has been absolutely worth it! And actually, it's a great deal.

What were you planning on paying for a weight management program? How much is your health worth? What are you willing to pay in order to be healthy, looking good, and feeling great?

"Do I need to exercise in order to lose weight?"

Exercise has many positive health benefits, and it will likely help you achieve your goal faster. The more you can do to boost your overall level of physical activity, the better.

"I don't like milk. Do I have to use milk in the shakes?"

You can use soy milk as an alternative. Both milk and soy milk provide protein, leucine, calcium, and other nutrients. You can also mix the shake in water, but you will need to mix in 1 and 1/2 servings of shake powder in order to get the desired level of protein and leucine.

"I rarely cook."

Shakes are really the ultimate convenience foods. And for your meal, easy-to-prepare foods are fine. Just follow the food serving guidelines that come along with the Cinch Inch Loss Plan so you are getting the right balance of nutrients.

"I don't do shakes. They're boring and don't taste good."

You know, that's exactly how I felt before I started the program. But then I tried the Cinch shakes and they actually taste really great. Plus, you can personalize your shake by adding your favorite fruit or trying a few of the many delicious shake recipes on CinchClub.com.