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Message: 4 Date: Thu, 15 Sep 2005 14:53:57 EDT From:  
HealthierChoices@aol.com Subject: Fwd: From Linda Crane via Rod Larkin:  
Notes of Sarah Stauber's call with Roger Barnett

In a message dated 9/15/2005 8:58:13 AM Pacific Daylight Time, NCSHIRL writes: Roger concluded the call yesterday saying this: "...the principle that you are rewarding other people for helping and teaching other people. And that creates this community of incredible people which is what we have here. And that's a base that's hard to replicate--and that's why SHAKLEE is going to do so well in the next ten years." As I said in an earlier email, he's leading us in so many ways--including some effective verbalizations of who we are and what we do in the marketplace. We haven't heard if this particular call will be archived...but Sarah wrote this last week: All calls are taped by Hannah Reichman and can be purchased for \$5.00. YOU can e-mail her at [nesanelr@aol.com](mailto:nesanelr@aol.com) Please don't e-mail me if the call is archived because at this point they are not.

Roger always brings excitement wherever he goes. Roger is putting together a Fall Tour. If you can... get there.. Not alone, but with a crowd... your crowd!

### **CALL WITH ROGER BARNETT**

SEPT. 14, 2005

If you missed the Sarah Stauber call today, Linda Crane has graciously provided a summary:

Sarah mentioned some of the positive changes that have taken place since Roger came on board: Field support is more up to date, friendly and helpful Master Coordinators have their own support and counseling line Dr. Jamie McManus has come on staff (it was mentioned that Dr. McManus has trained over 1 million distributors!) Kosher products have been added to the product line

Master Coordinator is the place you want to work for. It signifies that you have helped a lot of people become successful in Shaklee! Roger mentioned that Master Coordinator is a very prestigious accomplishment and that they have added some "perks" to the entitlement such as each quarter flying the new Masters to California for the pinning ceremony, being picked up at the airport by a chauffeur driven limosine, wining and dining, dinner at Roger's home with Shaklee's head staff.

The current Master Coordinators have 9000 years combined experience!!! Although they come from all walks of life (literally) they all have one thing in

common: they each had a desire and a dream.....that is what they brought to the table when they joined Shaklee!

Corporate put into motion immediately recognizing distributors as they advance through the ranks towards Master Coordinator. They make a big deal of it because it is a big deal! Roger said his favorite moments are when he can spend time with the field because it inspires him!

Roger also mentioned that since he has come on board, and specifically since late last year, Shaklee's growth has been amazing! The rate of sponsorship is up 25%, sales are up, the sustained rate of business leaders promoting is the highest it has been for over 10 years, and Shaklee has paid out over \$216,000,000 in commissions! He also mentioned, to support the goal of getting to Master Coordinator, that the average income for the Masters is well over \$300,000 per year!

The corporate staff was mentioned again and Roger referred to these people that he has brought into Shaklee since he bought the company as his first level team. He looked for the best of the best in their respective fields for his front line.

The Japan and China teams are on board and in place!

Roger mentioned the pinning of Wangari Maathai as an honorary Master Coordinator and how honored she was to receive that title with this company. I believe the relationship between these two leaders has just begun! Roger mentioned spending a week in Kenya and that a group of medical scientists are going to use Nutriferon in a study on fighting AIDS (my thoughts: I truly believe that we have no idea how powerful a product this is going to prove to be!).

Corporate is finalizing the last of the details, right down to the speakers, for our 50th Anniversary convention in San Francisco. We are the first company of our kind to reach this 50 year milestone! It will be a celebration!

We only do 3 things in Shaklee: we share Shaklee, we teach others to share Shaklee, and we earn the rewards. That's it. It is a simple plan. "I didn't say it was easy.....I said it was simple", Roger commented. " You will get out of this business what you put into it. The only way people earn money in Shaklee is when they help someone else become healthier."

Roger was asked "why Shaklee?" Why did he ultimately purchase this company? His passion for what he is doing with Shaklee really shined at this point! He mentioned that he spent 20 million dollars looking at 75 companies like Shaklee, most of the names (if he could tell us who they are) would be recognized by us. Number 1, the health and wellness industry had the most potential for growth.

People care more today about their health and want to live longer, productive lives. This is literally an exploding industry. People also want control of their lives. Shaklee can offer people the opportunity to earn what they earn at a job, and they can spend their lives helping other people by giving them the "gift of life"! We can channel the passion from people and teach them how to build a business with this.....one without the other won't work. Roger also said that he looked at what this company was founded on and liked what he saw. Dr. Shaklee started this company based on the highest quality in his products so that people could live a better life. Roger would take no less than a company that could stand up to the highest scrutiny in morals and integrity. In the other companies that Roger looked at, even if those companies were on higher ground today, most of them had a period of time when integrity was compromised to some extent.

And finally Roger said that although this company has been around for 50 years, the business model of what we do is relatively new thinking for the vast majority of people out there. Again, mentioning Dr. Shaklee, Roger said this company was founded on "co-operation" rather than "competition". That mind set has taken Shaklee to the #1 company for natural nutritional supplements world wide!

This opportunity is even bigger than he originally thought.

Then Roger mentioned going out on the streets of San Francisco for 3 hours and just talking to people. He said he spoke to 40 people in those 3 hours (that is where I had to hang my head in shame!) and simply asked them this: What do you want from your life? Do you want to be excited about how you earn your living? (I missed the % of folks who responded favorably to his questions as I was writing as fast as I could! But it was high!). He said he hasn't met anyone who doesn't want to be a part of Shaklee.

How do you build a big business? That question opened the spigot a little more and the passion came through again! You have to create value in your business....appreciate the true potential of your business! The Shaklee potential is giving people the opportunity to have economic and physical freedom. You must focus on the big picture goal. Figure out what that is and post it up some place. Then become lazar beam focused on that goal. If you don't set a goal you can't achieve a goal.

Success is the joy of overcoming everyday obstacles to get to your end goal. It's more rewarding to overcome things in life than to just coast through it! The things you work for in your life are the things you are most proud of.

Answering Questions by way of E-mails

New developments coming in the Air and Water line very soon. New patented

products here.

Mentioned again that NutriFeron is the single most powerful natural immune builder in the world and we have the exclusive world wide rights to it! NutriFeron brochures will be out no later than Friday this week.

There are 250,000,000 people in the US who are not in any Direct Sales company. One of the reasons is that the companies they have looked at could not provide them with the assurance of sustained income. The other reason is that the company doesn't have the integrity they are looking for. We have both of those in Shaklee.....share it!

Encouraging people to get to Director in their first 90 days creates momentum early on in their business and also qualifies them for the Million Dollar Masters Challenge bonus money.

Closing Remarks: "We empower people to take their own direction. You have to celebrate people or it won't work!"

**POWERFUL CALL!!!!!!**