

This presentation "See the Numbers" is part of the EVALUATE portion of our business activity cycle. It's designed to show you how money is earned in OUR business. Before I begin, there are three things to bear in mind. First the income potential we're talking about here is exceptional.



Our business partner has ALREADY paid out over \$7 billion in bonuses and incentives. We have people earning anywhere from a few hundred or a few thousand dollars every month to those who earn high 6 and even 7 figure incomes. In fact, we have more than 2,000 people who have earned more than a million dollars in our business. Second. [click] The basic structure of our business model is that YOU get rewarded for helping others reach THEIR goals. We like to think of it as "Paying it Forward" - if you help enough people get what they want, you'll get everything that YOU want. Finally,

SEE THE NUMBERS

Our products help you to:

- ... **FEEL Better**
- ... **LOOK Better**
- ... **LIVE Healthier**




Healthy Aging Market: \$162B <small>U.S.</small>	Natural Product Market: \$7B <small>U.S.</small>	Weight Loss Market: \$108B <small>U.S.</small>	Skin Care Market: \$3.2B <small>U.S.</small>	Green-Household Market: \$640M <small>U.S.</small>
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... although we're not going to discuss products in this presentation, they are **ABSOLUTELY** without equal. You won't find anything in the marketplace that even comes close. [CLICK] Our products are designed to help you **FEEL** better, **LOOK** better and live healthier. This means we've got great products **AND** a great market. Before I show you how we get paid, lets take a look at how money is made in a typical business.

SEE THE NUMBERS



We are NOT your typical business.

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If you understand how most businesses work, in fact almost any business you can think of, money is made very simply: you buy at wholesale and sell at retail. The difference, once you take away your expenses, is what you get to keep. This can be a store, like a Walmart or K-Mart or your LOCAL Mart. It can also be a service business. Here the owner buys your time at wholesale and sells it at retail. And if you are the owner than you're buying and selling your own time. [click] Our business works very differently from that traditional model.

SEE THE NUMBERS

We get paid for recommending products
AND for supporting people's growth.

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We get paid for recommending products to others, very much like you might for a movie you really enjoyed or a great restaurant. AND, we get paid a LOT of money for building groups of consumers and leaders and for helping them build groups of their own.

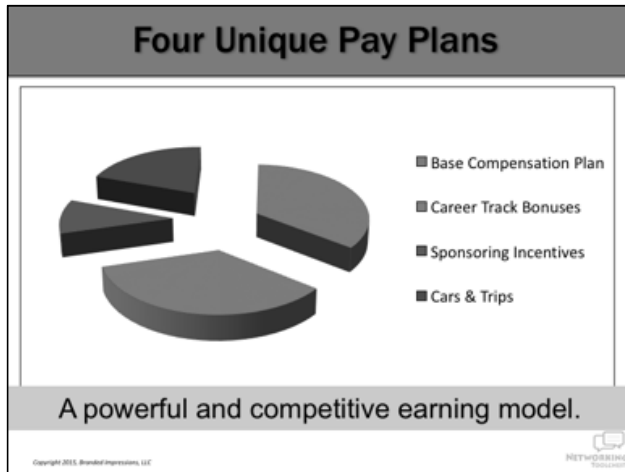
While a typical business model has one stream of income, ours has many. This includes:

Multiple Streams of Income

- Retail & Price Differential
- Personal Group Bonuses
- Leadership Bonuses
- True Infinity Bonuses
- Career Track Bonuses
- Sponsoring Bonuses
- Luxury Trips
- Car Bonuses

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Retail profits, personal & leadership bonuses, true infinity, the career track, sponsoring bonuses, luxury trips and cars. Our goal is to explain them and show you how you can MAXIMIZE your earnings in each area.



Think of it as four unique pay plans – the base plan, extra career bonuses for making a certain timetable called the career track or fast track, sponsoring bonuses and then special incentives like trips & cars.

The **BASE** Compensation Plan

- Retail & Price Differential
- Personal Group Bonuses
- Leadership Bonuses
- True Infinity Bonuses

BASE
plan

Long term income, based on
PERSONAL and **GROUP** growth.

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First off, let's talk about the base plan. These are ongoing bonuses based on the volume you and your group do each month. Let's start with price differential.

BASE plan

Retail & Price Differential

Price Differential:
Buy products at one price,
sell at another.

You earn the difference.



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OK here's the one and only thing we have in common with a traditional business – Price Differential. You buy at wholesale and sell at retail. The difference is what you earn. However in our business you actually get to keep more. That's because we have virtually no overhead in our industry. You don't need a store, you don't need employees and although many members stock a small amount of products, you don't really need an inventory.


BASE plan

Retail & Price Differential

As a Business Owner (Director)

SRP MP DP

Earn Up To 27%



Retail

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You can earn up to 27% of the sale. And, as you'll find out in a minute, that's just the beginning. This is because of the bonuses paid in addition to price differential. First the personal group bonuses.

BASE plan

Personal Group Bonuses



Personal Group Bonuses:
Based on the volume that you and your entire personal group (including customers) generate each month.

You earn a monthly commission on the total volume.

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These are bonuses paid monthly and they are based on the volume you, and your entire group generates each month. Now this includes your customers plus any distributors in your personal group AND their customers.

BASE plan

Personal Group Bonuses

The more sales you (and your group) generate, the higher your percentage

250 pv	500 pv	1,000 pv	1,500 pv	2,000 pv
4%	8%	12%*	14%*	20%*




*When qualified

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The more volume your personal group does, the higher the percentage you earn. Up to 20% for doing 2,000 in volume.


BASE plan **Personal Group Bonuses**

MP	DP	Personal Group Bonus
Earn Up To 27%	Earn Up To 20%	

Up to 47% in base earnings as a Business Owner.*

* Director or above.

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So now that 27% in earnings can become up to 47%!

BASE plan **Build Your Personal Group**



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As you build your group you will start to develop group volume and you'll get paid on not just the volume you produce, but also the volume of everyone in your personal group.

BASE plan **Build Your Personal Group**

First Step: Become a Director




You can be appointed Director when your PERSONAL GROUP reaches and maintains minimum monthly volume of 2,000 points (or more).

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So your first step is to become a director. You do this by reaching a volume of 2,000 points or more each month. Now you don't have to do this volume by yourself. Remember, we count all YOUR customers, all your business builders and all their customers.

BASE plan **Directors Earn More**

Three Additional Profit Sources:



- ① Purchase Products at lower price (DP)
- ② Pricing profits on sales of entire personal organization
- ③ Earn commissions at higher percentage (20%)

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Once you become a director you qualify for three additional profit sources: You purchase your products at a lower price; you earn pricing profits on the sales of your entire personal organization; and you earn a higher percentage on commissions.

BASE plan **Build Your Personal Group**

"Free Product Level plus"

Even More Director Benefits:




- ① Earnings to enjoy the full range of products for the entire family
- ② Access the tax benefits of business ownership
- ③ Access to additional opportunities for paid travel, car bonuses and extra incentive income

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In addition, directors have plenty of earnings so they can enjoy the full range of products for their entire family; can access the tax benefits that come from owning their own home based business, and have access to additional opportunities like paid travel, car bonuses, plus extra incentive income. These are all reasons you want your very first goal to be reaching what we call the Director level.

BASE plan **Leadership Bonuses**




Leadership Bonuses:

Once you reach the Director level, develop other Business Leaders in your organization.

You can earn a monthly bonus on the volume of each Business Leader, up to six generations.*

*Depending on your business configuration.

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Once you reach that director level you can begin qualifying for what we call Leadership bonuses. These are bonuses you earn based on the volume of other leaders you help to develop.

BASE plan

Leadership Bonuses

NEXT STEP
Work with your team.

*Support others
 in becoming Directors
 and achieve their own
 2,000 points (or more).*

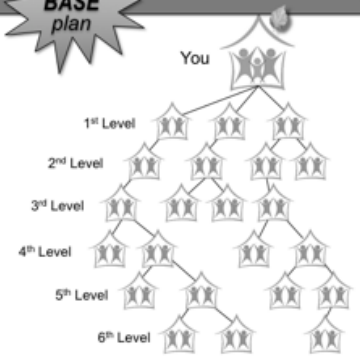



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You start earning these by helping your team to reach the director level and then help other business leaders in their organization. Now you can earn a monthly Leadership bonus on each of these leaders, up to six generations depending on your business configuration. It can look something like this:

BASE plan

Leadership Bonuses



Level	Bonus
1 st	6%
2 nd	6%
3 rd	4%
4 th	4%
5 th	3%
6 th	3%


*There are rank and volume requirements to earn bonuses on all six levels. This is for illustrational purposes.

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The percentage you earn depends on their level to you, starting with 6% on your first level to 3% on your 6th level – this is money that is paid to you each month forever. It is what we like to call residual income.

BASE plan


True Infinity Bonuses



True Infinity Bonuses:
Eligible to earn up to 8% bonus on ALL Leaders in your group, to infinity.

This is in addition to your Leadership Bonuses!

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In addition to Leadership Bonuses we also receive True Infinity bonuses. These are paid on all leaders in your organization and the bonuses continue down your line even past your 6th level.

BASE plan

True Infinity Bonuses

Level	Bonus	Infinity Bonus	Total Earnings
1 st	6%	Up to 8%	Up to 14%
2 nd	6%	Up to 8%	Up to 14%
3 rd	4%	Up to 8%	Up to 12%
4 th	4%	Up to 8%	Up to 12%
5 th	3%	Up to 8%	Up to 11%
6 th	3%	Up to 8%	Up to 11%
↓		To Infinity	Up to 8%

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So now you are earning up to 14% on your first level and up to 8% to infinity. Each month you receive a recap along with your check that explains what you earned and where the money came from. And don't worry we'll go through this in more detail later if you have questions. For now, let's move on to the next unique part of the pay plan: The Career Track.

The Career Track: FastTRACK



CAREER track

Earn EXTRA bonuses and rewards during your first 36-months.*

*Timing begins the month you qualify for Director

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These are bonuses you earn in addition to your Base Plan earnings for meeting a pre-determined set of goals – the company calls it their FastTRACK plan and it's extremely lucrative.

The Career Track: FastTRACK

Gold Plus PAK



To Qualify for FastTRACK you must purchase a Gold PAK, Gold Plus PAK or Super Gold PAK*

*Cost is \$349, \$649 or \$1,049

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To qualify for the FastTRACK program you should have purchased one of our Gold PAKs at this point. These are a great assortment of products PLUS special materials and registrations to get your business moving quickly.

CAREER track **FastTRACK bonuses**

Rank	Time Frame*	Trip	Cash
Senior Director	6 months	New Director's Conference	\$1,000*
Coordinator	9 months	2016: Dream Trip – Cabo San Lucas*	\$3,000*
Senior Coordinator	12 months		\$5,000*
Executive Coordinator	15 months	2016: Top Achievers Trip – Tuscany, Italy*	\$10,000*
Sr. Exec. Coordinator	18 months		\$15,000*
Key Coordinator	24 months	Home Town Celebration	\$15,000*
Sr. Key Coordinator	30 months		\$15,000*
Master Coordinator	36 months	San Francisco Corporate Welcome	\$25,000*

*Time frame begins on the month you become a Director. You can miss steps and still earn a later bonus.
 Dream trip destinations change yearly. Your trip may be different depending on the qualification period.
 Payouts for FastTRACK cash are paid over 20 equal monthly payments.

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By growing rapidly you can qualify for the New Director's Conference trip to San Francisco, an award trip to Cabo San Lucas, a special incentive trip to Tuscany Italy, be honored by Shaklee at a special Home Town Party celebration right in your community, and even a trip to Shaklee's home office where you'll be honored by our owner Roger Barnett and Shaklee employees. You've got up to 36-months to do it, but there are people who have done it in their first year!

CAREER track **FastTRACK bonuses**



**Earn up to an additional
 \$89,000
 in CASH with
 FastTRACK.
 Plus . . .**

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In addition to the trips, you can receive up to \$89,000 in cash bonuses.

FastTRACK bonuses

CAREER track



Plus
50% MATCH
As your team* earns
FastTRACK bonuses

*Matching bonus (up to \$17,000) for current Directors (original sponsors) and above for first level FastTRACK qualifiers.

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Plus a 50% match on those you help follow the same program. Our next part of the pay plan are the Sponsoring Bonuses.

Sponsoring Bonuses



SPONSORING bonus

An immediate source of income,
paid weekly for building your group.

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These are bonuses that are paid to encourage new people to start sponsoring right away. It's an immediate source of income and they are paid weekly.

GOLD Bonus

SPONSORING bonus



Gold Bonuses:
 \$50 to \$150 paid every time someone sponsors with a Gold PAK (paid weekly).


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Gold Bonuses are \$50 to \$150 bonuses you receive when you sponsor using one of our Gold or Gold Plus Paks. Your customer gets the best deal and selection of products and you get rewarded right away. In addition to Gold Bonuses you can also earn Power Bonuses.

POWER Bonus


SPONSORING bonus



Power Bonuses:
 Earn \$150* every time you total 15 sponsoring points (paid weekly).

*Bonuses can be earned unlimited times in your first 3-months of membership. You can also earn **Power Bonuses** for an additional 3-months with each new rank you achieve.

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These are bonuses paid during your first full three months for sponsoring and are paid in addition to any Gold Bonuses you earn. You earn \$150 every time you total 15 sponsoring points. The points you receive vary by the type of membership your new member purchases.


SPONSORING bonus

POWER Bonus

New Member	Points
Sponsor \$19.95 member with 50 PV	1 Point
Sponsor \$19.95/\$49.95 member with 100 PV	2 Points
Sponsor \$349 Gold PAK	5 Points
Sponsor \$649 Gold Plus PAK	10 Points
Sponsor \$1,049 Super Gold PAK	15 Points

*Bonuses can be earned unlimited times in your first 3-months of membership. You can also earn **Power Bonuses** for an additional 3-months with each new rank you achieve.

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They start at 1 point for a new member with a 50 pv order and go up to 15 points Super Gold plus PAK. OK – our final area for the compensation plan is the Bonus Cars & Luxury trips.

Cars & Luxury Trips



CARS TRIPS

Travel in style while you build your business.

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Imagine being able to travel in style and be rewarded while you grow your business. Imagine driving a brand new car and having someone else pay for it.

Bonus Car Program

CARS TRIPS

Sr. Director
\$225 to \$250

Sr. Coordinator
\$325 to \$375

Sr. Executive
\$400 to \$450

Sr. Key
\$450 to \$500

Master Coordinator
\$500 to \$600

Presidential Master
Keys!

YOU determine the lease, make & model.

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The bonus car program pays your lease on a new vehicle, starting at \$225 for the Senior Director (\$250 for a hybrid) and going all the way up to \$600 at the Master Coordinator level. At the Presidential Master level you receive the keys to a brand new Mercedes Benz Hybrid. And don't forget the trips!

Luxury Trips

CARS TRIPS

Fiesta Americana Grand, Los Cabos - 2016

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You can qualify for the trip to Cabo San Lucas, Mexico at an all inclusive resort, and you can even qualify for a special incentive trip to Italy.




Qualifying leaders receive an all expense paid trip to Tuscany Italy in 2016. Now Shaklee sends leaders on trips like this every year. YOUR destination may be different, but you'll have the trip of a lifetime to look forward to!



By taking advantage of the whole compensation plan you have the opportunity to earn a little. . . Or earn a lot. So what's next?

What's Next?



EVALUATE

The best way to evaluate our program is to:

- ① Learn about the different ways you can participate.
- ② Test the products for yourself.
- ③ Understand the compensation package.
- ④ Learn more about our profession and training.
- ⑤ Meet again to answer questions and discuss possibilities.

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We suggest you take some time to evaluate our program for yourself. Test the products, learn more about our profession take the opportunity to go through the Introduce & Explore phases if you haven't already. And then meet with the person who sent you here to come up with a strategic game plan to get YOU started!

Evaluate: SEE THE NUMBERS




Our business partner has never missed making a payment.
Over \$7 billion in commissions

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I'd like to thank you for taking the time to watch this presentation through to the end. I hope it gave you some insight into some of the opportunities that are available to you and your family by working together with us. I strongly suggest that you get back to the person who referred you here. He or she can answer any questions you may have and get you started right away!