

BUSINESS BUILDER PROCESS

Business Builder Process

Business Opportunity Presentation

Possible Resources

**Shaklee At A Glance
Shaklee Career Plan
Design Your Future
Personalized Binder
“Discover the Opportunity” video**

Getting Started

Second Business Appointment

Who, What, Where, When, How and Why

**Plan for Success
Weekly Activities Planner**

Shakleeize Home

Starter Orders

Evaluate philosophy of company

**Reflections on a Philosophy
Thoughtsmanship
Dr. Shaklee Videos & Audiotapes**

**Prospect List
Setting Up Your Office
Red and Blue Accounts**

Goal Setting and Action Plan

Third Business Appointment

Goals for 3 and 6 months

**Gary Burke Goal Sheets
Five-Tab Notebook
Action Plan Forms
Affirmation Guidelines**

**Action Plan for Success
Affirmations**

Training Meeting

**Product Presentation Training
Business Presentation Training
Dealing with Objections
How to Invite People to Meetings
Follow-Up
20/40 Plan**