

PROFILE OF A SHAKLEE WINNER

SUPERVISOR CRITERIA

COMPULSORIES

ALL OF THESE CRITERIA MUST BE MET

- ! **Believes in and is excited about Shaklee's Products and the Shaklee Philosophy**
- ! **Genuinely wants to make a difference in the lives of others**
- ! **Is Coachable**
- ! **Is a Relationship Builder**
- ! **Makes the Commitment. Sets a date to achieve Supervisor Rank**

OPTIONALS

MANY OF THESE CRITERIA SHOULD BE MET

- Has a positive, upbeat, happy attitude. Looks always at the bright side when obstacles occur. Sees the glass as " ½ full instead of ½ empty"
- Wants to improve his/her/their life by "continually growing" financially, physically, mentally, emotionally, and spiritually. Emphasizes Personal Development.
- Respects and helps everyone in his group. But works with those who want to succeed. Follows the "next" principle.
- Makes Shaklee a Top Priority.
- Is over 30 years of age with maturity.
- Has a stable, mutually supportive marriage; owns a home.
- Has been successful in some job or endeavor in the past.
- Is personally responsible; does not blame others for problems or challenges. "The speed of the Leader determines the speed of the group."
- Can manage time and money. He/she/they are good managers of their own "personal" budget. Follows good business practices.
- Asks a lot of questions. Seeks answers.
- Has a sphere of influence through church, PTA, sports activity, women's groups, civic organizations, or children's activities.
- Is a team player. Helps "downlines," "uplines," and others in Shaklee.
- Is a Cheer Leader! Uses recognition and incentives to motivate. Lets his/her/their Business Builders and Sales Leaders "shine" by encouraging their efforts and giving them a leadership role. If, in the process, they sometimes do a poor job, sandwiches praise with constructive criticisms. Teaches them "people skills" with finesse.
- Knows his/her/their "why" - their reason for being in Shaklee.
- Is willing to
 - ▶ have written goals which they review
 - ▶ make an Action Plan
 - ▶ do the activities on a daily, weekly, monthly basis
 - ▶ participate in an Accountability Program

PROFILE OF A SHAKLEE WINNER

MULTI-LEVEL CAREER CRITERIA

TO BUILD A SUCCESSFUL MULTI-LEVEL BUSINESS AND RECAP, ALL OF THE COMPULSORY AND MOST OF THE OPTIONAL CRITERIA FOR SUPERVISOR ARE NECESSARY

PLUS THE FOLLOWING

MULTI-LEVEL CAREER COMPULSORY CRITERIA

- ! **FOLLOWS AND TEACHES A COPYABLE PROCESS**
- ! **IS A SELF-STARTER**
- ! **HAS A BURNING DESIRE**
- ! **SEES THE BIG PICTURE; HAS FOCUS AND INTENTION ON BUILDING A RECAP**

People who share the products as a Business Builder or Supervisor feel they are in the Shaklee Business and they are "in a sense." This is Step One.

However, they are not really in the business that Shaklee is in (Multi-Level) until they start building a Recap. That is why we emphasize the importance of becoming a Coordinator with three first levels.

Priority #1

Build a group UV of 7,000 to 10,000 with a strong base of Retail Customers, Member Consumers, Active Members, Free Product Level Members, and Business Builders. Once the foundation is established, continue to maintain this UV base as this 7,000 to 10,000 UV production provides a Bonus Car, Convention Points, and Cash.

However, the Sales Leader now shifts gears and...

Priority #1 now becomes finding and developing people who want to become Sales Leaders and build a Recap. The real security and desirable lifestyle is in developing a Multi-Level passive income.

Look for profile people if you want to develop a Recap!