

## Star\*Team Script for Explaining Compensation Plan

You have determined the income level your prospect desires during the questioning process, and have explained the concept of TRANSFER BUYING.

Shaklee has over 300 consumable products that people use every day, and they guarantee people will love them better than anything they've ever used, or they get their money back. Shaklee has the highest repeat-ordering loyalty rate in the industry: So, when people try these products, they tend to stay with them forever. Everyone starts by challenging the Shaklee guarantee.

So, let's say you purchase \$150 a month of these products for your own use, stuff you were probably buying someplace anyway, and following our system, you find 3 others, who find 3 each who also do the same.

Here's what you would earn:

First, you'd earn around \$37 commission on your own purchase every month. Also, for being a loyal customer, Shaklee will credit you back 5% of your purchases in free products of your choice for the first 3 months, then 10% for the next 3 months, then 15% back every month going forward. So, expect up to \$22 back in free products, plus all your shipping costs are given back to you in free products, too. These are called **Loyalty Rewards**.

If you get those 3 others started in the same calendar month with their over-\$150 starter orders, you also get a **Star Club bonus** of \$75, and you can get this over and over, even multiple times in a month for every 3 you get started. And you also get \$25 deposited daily into your bank account for each one you get started with our suggested starter pack, the **Prove It Challenge**, which comes with free Shipping, a free 7-day Healthy Cleanse reset-program, and the Meology personalized Nutrition program, a \$280 value, all for just \$159.

Since you helped 3 others duplicate what you did, and they each helped their 3 each also do the same, you get a **Loyalty Bonus** of \$1500 a month, every month all these people keep placing their \$150 orders. And by the way, getting just your first 3 placing these monthly orders earns you \$50 a month, and when they get their 3 each, they get \$50 a month, and you get \$250 a month. So, you can see that everyone is motivated to build a bigger group of Distributors ordering directly from the company, so they, too, can get that \$1500 every month. Shaklee takes care of all the transactional details, ordering, shipping, reports, everything. All you do is make sure you have a monthly order and Shaklee pays you every month.

When you fill out your complete Loyalty chart, you will have reached the position of Director, earning another \$1000 a month with the **Shaklee Leadership Bonus** program.

The first bar on the left is the Director position and this is really the only one you need to learn about. All the other fancy titles just mean how many other people you have helped become Directors just like you.

Actually, only 20 people placing those monthly \$150 orders would make you a Director. Can you see how fast that can happen with the Loyalty Bonus program? Many do this within their first week or month. Do it by the end of this year and you'll get a \$500 bonus.

When one of your three Distributors copies what you do, when **they** become a Director just like you, you are now a **Senior Director**, and you can start earning monthly car payments. These car payments get bigger as you reach higher positions. And, reach **Senior Director** by year-end and you get another bonus: This time, \$1,000!

When a **second** Distributor becomes a Director, you're now called a **Coordinator** and your annual income really increases, because you are now building an organization. Again, do this by year-end and you get a \$3000 bonus.

Your Directors will likely want to duplicate this model also, so when your **whole organization**, to infinite levels, reaches around 100 people, you are now a **Senior Coordinator**. Much higher income, and bigger car payments. When you have a **3rd Director leg** and increased monthly volume, you are at the **Executive Coordinator** position, with an average annual income of close to \$50,000. Reach this by the end of this year and you'll get up to \$20,000 in extra bonuses, with the **20k in 2020** incentive program.

As you can see, more Director legs means more business created for the company and higher income for you.

Do you like to travel, especially when it's completely paid for by someone else?

When you become a Director, you can earn your first trip to the San Francisco area, and at Coordinator you can earn trips every year to exotic 5-star resorts like the one in 2021 to a private beach resort in Costa Rica. At Key Coordinator level and higher you can also earn annual trips to places like the 2021 trip to Australia. These are all-expense paid trips. You only need to get to your local airport; everything else is covered.

Does this maybe fit what you are looking for?

Now that you've really seen the plan, **where** would you like to be in this and **by when**?

Do you see that all of this can be done by first taking the **Prove It Challenge** yourself and then having 3 others take the Challenge too?

So, are you willing to follow a process that we already have proven works for those who follow it, to be able to get *(what they said they wanted)*?

The **Prove It Challenge Pack** comes with a **Free Membership**, **Free Shipping**, and a **Free 7-Day Healthy Cleanse** you can use to reset your system at any time, a personalized Nutrition program customized to your health needs, and your choice of many different Shake types and flavors. It's a \$280 value, **but only \$159 for new Members.**

We suggest you start with this pack, and once you start feeling the difference, you then upgrade to **Distributor** status so you can start earning income. Or you can start right off with Distributor status for an added \$49.95 right now.

What makes the best sense for you?

*(Accept whichever way they say they want to start.)*

Great! Ok, then let me go ahead and get you going.

*[For the Prove It Challenge: "First we'll have you go through a 5-7 minute assessment to determine exactly what products will be in your Me+ology pack. And then you'll chose what flavors of Life Shake you want, in either Soy, or Plant Based Formulas." ] [Either walk them through starting, or take their info and you do it from your PWS while you are NOT logged in.]*

*Take the rest of their information. Do not hesitate. Get their shipping and mailing address if different, get their email address, phone number [and SS number IF STARTING AS A DISTRIBUTOR]. Then ask, "Which Credit Card will you be using?" Get CC number, Security Code, expiration date, and name on the card. [Remember that Canada Distributorships cannot use American Express, and do not request SS #].*

OK, \_\_\_\_\_, welcome to our team. Do you have a few minutes right now, so I can plug you into our team training website?

*(Show them **NewMemberStart.com** and have them set an appointment for a New Distributor Orientation to be done within the next 48 hours, if possible. Call your upline Leader immediately to schedule the Orientation with them.)*