

November 1, 1999

# To All of Our Friends,

## **A Note of Thanks and Appreciation.**

As many of you know by now, Scott is recovering from the nerve & muscle disorder, called Guillian-Barre Syndrome, that hit him last April. We want to thank all of you who offered your help and emotional support over the last 7 months. We also want to thank **all** of you for your patience as one of the results of this sudden change in our lives was the *dis*-organization of our usual Shaklee service and activities. Scott has returned to work full time and, although full recovery is a year or more away, things are returning to normal. It has become clear that the nutritional support through Shaklee's products have been key to his progress.

As we begin some new programs and pick up loose ends, please let us know if there is something that we have missed. A promise to send a catalog or a back-ordered product? I'm striving to catch them all and with your help it will be done in short order. Thanks again for your understanding, support, and loyalty to using Shaklee.

*Sue*

## **What Else is in This Envelope.....**

**Direct Sales Holiday Fair** - Nov. 6<sup>th</sup> - Come see our table. Door Prizes. Special Offers. Gift Ideas.

**Shaklee Basics** - What's the most Convenient Health Insurance Package you will find anywhere?

*Answer:* Daily Protection and Prevention in a "Vita-Strip" from Shaklee, of course.

**Baker's Dozen Program** - Get a Month's Worth of Free Products

**Nutritionist Gemma Gorham presents**  
**"Nutrition for the New Millennium"**

Get the Facts from an Expert on Saturday, Nov. 13<sup>th</sup> (Includes a Healthy Lunch)

**Coupons** - 3 Ways to Save

**I Love Dieting** - Well, I'm not crazy about the name, but IT WORKS!!

Your Shaklee Product Selection Guide (price list) is enclosed.  
The newest Shaklee Product Guide (catalog) will be included with your order, or call us at (518) 756-9440 to have one mailed to you right away.

**How to get FREE Shaklee Products !**

People have been asking about our FREE Product Programs,  
so here is a quick run-down on how they can work for you.  
Call us and sign up for the programs that interest you!

**“Earn & Learn” with The Wellness Tape Program**

Receive a credit of \$25 for completion of each six-pack of the Wellness Tape Series.  
With 4 sets available that can mean \$100 in Free Products.

**“Share & Earn” with The Referral Program**

Earn Credit of \$5 for each person you refer to us when they;  
(1) Complete their first Wellness Tape Series set, or  
(2) Purchase their first order of \$25 or more.

***Change Brands and Earn \$\$\$ toward Free Products Every Month!***

Many things you’re buying at the grocery store can be replaced with Shaklee’s products,  
and we offer more benefits.

- ✓ You get superior products and an unconditional guarantee
- ✓ You save time, energy, and \$\$\$\$!
- ✓ Shaklee is delivered to your door
- ✓ Plus, as a regular customer, we reward you with Free Products

Here’s how it works

Each Shaklee Product gives you Unit Value (UV) Points.  
At the end of the month, the total of UV Points you’ve earned can earn you Free Products

**The Baker’s Dozen Program**

Purchase a minimum of 100 UV worth of Shaklee products - Receive a Baker’s Dozen Coupon  
Collect 12 Baker’s Dozen Coupons - Redeem them for \$100 worth of Free Products the 13<sup>th</sup> month

**The Shaklee Bonus Program (for Members)**

Purchase a minimum of 200 UV - Receive 4% back the next month - a range of \$8 to \$20  
Purchase a minimum of 500 UV - Receive 8% back the next month - a range of \$40 to \$80+  
Refer 5 Friends who become Members - we add another 16% - an additional \$32 to \$150+  
*And it gets even better for those looking to work from home!*

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***The FDA takes a look at Shaklee***



In September, Shaklee invited the FDA to tour our Norman, OK plant, as they are in the process of promulgating new “good manufacturing practices” for the supplement industry.

According to our Home Team colleagues who reported to the Master’s meeting, the FDA officials were “ecstatic” over what they saw. They told Shaklee that they expected to see a top-drawer outfit, but nothing prepared them for how impressive our operation really is!

I Dieting !

No, not really, but I do like what the “I Dieting” program is doing for me!

I had gradually gained an extra 30 pounds over the last 6 years (10 in the last 6 months!). And the chocolate carvings...!

**Now?** I’ve followed this very easy program for 4½ weeks. **I’ve banished 12 pounds and 14 total inches!** I have more energy and, best of all, **NO CRAVINGS!!**

Do you know someone who may be interested in improving how they look and how they feel for the New Millennium? If so, I want to invite them to Lunch!

### “I Dieting” Introduction Lunches

Thursday, Nov 11<sup>th</sup> 12 - 12<sup>30</sup>

Monday, Nov. 15<sup>th</sup> 12 - 12<sup>30</sup>

Thursday, Nov 18<sup>th</sup> 12- 12<sup>30</sup>

Saturday, Nov 20<sup>th</sup> 12 - 12<sup>30</sup>

(Or by personal appointment)

*Please call (518)756-9440 or (800)874-7289 to reserve a spot.*

This is an 8 week program that includes **real food**, 8 glasses of water, 10 minutes of exercise, and nutritional insurance with Soy Protein, Shaklee Slim Plan and the basic Vitamins and Herbs. Enhanced by a buddy system and simple checklist-style booklet, the program **cancels cravings and boosts energy** for safe, guaranteed, weight loss.

## Congratulations October Bonus Earners

### Baker’s Dozen Qualifiers (Please Call To Register)

Beth Gohra with 107+ UV points

Doris Morehouse with 115+ UV points

### Shaklee Bonus Program

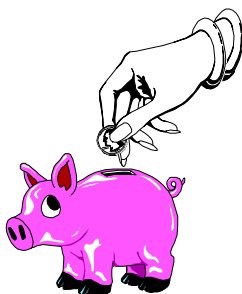
Holly Vorraro (464+ UV) \$107.37

Carrie & Bill Bither (1150+ UV) \$160.16

### What Can Be Earned from a Home-Based Business Built the Shaklee Way?

(According to 1998 Average Annual Income)

Supervisor	\$ 16,000
Sr. Supervisor	\$ 26,000
Coordinator	\$ 40,000
Sr. Coordinator	\$ 71,000
Key Coordinator	\$120,000
Sr. Key Coordinator	\$138,000
Master Coordinator	\$152,000
Sr. Master Coordinator	\$348,000
Sr. Master Builder Pool average	\$541,000



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### Thought for the Day

*Never be afraid to try something new.*

*Amateurs built the Ark.*

*Professionals built the Titanic.*

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## **Vitamins: Who Needs 'Em?** **By Allan Spreen, M.D.**



Do you really need to take vitamins?

Common one-liners: “You get all the vitamins you need in food”; “They just give you expensive urine”; “All you need is a balanced diet”; “Vitamins are dangerous”; “More than the RDA (Recommended Daily Allowance) is toxic”; My favorite is the expensive urine one. It’s catchy.

It’s also baloney.

For example, those RDA’s, besides being outdated, are for avoiding deficiency states ONLY. They do not allow for enhanced or optimal nutritional states repeatedly shown to exist from taking higher doses. However, if you’re a die-hard, maybe you really can avoid the need for vitamin supplements. Maybe, but you must consider a few “ifs” first:

- ▶ IF you can avoid a high-stress environment; (physical and mental);
- ▶ IF you never drink chlorinated water; (flouridation makes it worse);
- ▶ IF you never breathe polluted air;
- ▶ IF you do not take over-the-counter medicines; (chemical stresses);
- ▶ IF ALL your food is harvested ripe, eaten fresh, has no pesticides, hormones or synthetic fertilizers; no artificial flavors or additives; is not gassed, dyed, or waxed; is without processed oils; has all enzymes intact, and is never grown on depleted soil; (yeah, sure);
- ▶ IF you eat NO refined sugar;
- ▶ IF you eat only 100% unrefined whole grains, breads, and pastas;
- ▶ IF you know how to eat PROPERLY; (and, if you know, if you do);
- ▶ IF your inherited genetic make-up functions perfectly;
- ▶ IF you have avoided antibiotics, hormones, cortisone, and the BCP;
- ▶ IF you have avoided massive stress of surgeries;
- ▶ If you’ve never smoked, and only drink alcohol very moderately;

If the “dirty dozen” describes you, then forget the vitamin pills - you’re OK.

Nearly everything in our environment is worse than it was years ago; air, water, food, and other stresses. With huge variations in each of our genetic make-ups, how could anyone with an open mind ignore a need for the “insurance policy” of nutritional supplements?

I can’t know the ideal dose of every nutrient for any specific person, including myself. Therefore, I am likely getting too much of some, not enough of others. The point is I feel better on them. Lots better.

Placebo effect? Am I feeling better because I think I should be? Maybe.

Do I have expensive urine?

Definitely, and like the lady with the great hair color, I’m worth it.

Aren’t you?

