

Even for Conference goers, there was new information on the company call. They recapped the new products and the addition to the business plan and showed videos. Lyn Benevento gave helpful tips for YOUTH demos and reminded us to keep what we do simple.

Here are a few highlights from other things said on the screen as well as what was in the chat.

LAS VEGAS: Have you heard that the Las Vegas Conference next Aug 16-19 will start and end differently? Cathy Keating said in the chat: "Sessions for the 2018 Global Conference begin on Friday. Thursday is arrival day. We will have Registration on Thursday, full day of sessions on Friday, full day of workshops on Saturday and a morning General Session on Sunday. Our room block at Caesar's begins Thursday night and goes through Saturday night."

Registrations are currently \$190, and Heather wants to go on record that Las Vegas will sell out--so get registered early.

PRICE INCREASE IN THE PERFORMANCE LINE: Heather said they didn't mention this at the Conference, but wants us to know that with the changes in the PERFORMANCE line, Fitness and Endurance, there are price increases long overdue. The HYDRATE is now \$1/serving and the container is 30 servings. There is a slight increase on ENERGY CHEWS and an increase on BUILD. These prices are still highly competitive.

LOTS OF NEW TOOLS: Heather demonstrated how to navigate the new TOOLS page and how you can filter for what you are looking for. She showed how many YOUTH resources are there. <http://marketing.shaklee.com/tools/>

Cathy Keating gave all these answers in the CHAT:

- The YOUTH presentation has good slides as does the SPORTS NUTRITION Health Chat.
- The LOVE YOUR LIFE PRODUCT REFERENCE GUIDE that will be in the new builder kit (which Heather showed) is available to download right now as a PDF from The Shaklee Effect FB group and in New Tools. When it is available to order (maybe as early as Monday, Aug 21) it will be #76647. They are the same size as the new Product Catalog for customers - to fit perfectly in the new Welcome Kits for Members and Distributors. Cathy Keating typed in: "The clinicals are moved to the Product Reference Guide, so can be shared from that. The Supplement Facts boxes are in the Product Reference Guide as well. The idea was to create a gorgeous, modern and visually compelling Product Catalog for a customer's first exposure to the products." Heather said it will have product details they deliberately left out of the customer PRODUCT GUIDE so that that PRODUCT GUIDE would be \$1, easy to slip into a purse or man's messenger bag, and more quickly show products. Currently on back order, the CUSTOMER GUIDE is #76661. Cathy also said: "Yes, we are working on creating the Nxtbook version of the Product Catalog for PWS."
- The Before & After pictures are in a PPT in Files in The Shaklee Effect Facebook group. We have three amazing Befores and Afters including Nancy's in a PPT in the files section of The Shaklee Effect FB group.
- If you have a YOUTH question - product use question - visit the 100 Days to Amazing Facebook group and review the FAQ we conducted LIVE in there with all kinds of questions and expert answers.
- Ordering sheets are in progress. Coming soon!
- Also coming soon: getting resources into Shaklee Connect mobile app.

- When someone said she couldn't find REPORTS in the back office now, Cathy responded "the Classic View of Reports is available at the top of the page if you click on Reports in the new back office. You'll see a button that says Go to Classic Reports."
- When someone said she couldn't find past emails or all customer records, Cathy responded "We're working with IT right now to bring data from the old CRM back to you so that you can access again as well"
- Many would like the silver YOUTH bag that ran out at Conference and the Business Leader autoship didn't contain one. No answer about when/if we could purchase them separately. Instead Cathy Keating typed in: "The Business Leader Courtesy Shipment included both Night Moisturizers, and the free C&E. No bag, though, you're right. However, if you put the Advanced Anti-Aging Regimen on AutoShip before 9/30, you'll get the bag. Yes, Business Leaders qualify for that promotion for the cosmetic bag, but not for the free Advanced C&E. That did come with the Courtesy Shipment, however."

BUSINESS NEWS:

- New customers do not have to maintain a monthly \$150 AutoShip to get free standard shipping. They'll get it anytime they do have a \$150 autoship that processes. No limit on the free shipping.
- Veterans and Non-Profits can still become a builder free; everyone else new buys the \$49.95 Kit.
- Member or Preferred Member can upgrade for \$29.95 and become a Distributor. When they purchase a Success Pack at the time of upgrade, they become a Qualified Distributor.
- Yes, we will be doing some training and orientation on the new back office. Stay tuned for announcements about that.
- Qualified Distributorship is like Gold Ambassadorship - you can sponsor internationally, earn FastTRACK bonuses, earn Success Bonuses.
- Be sure to come to the 100 Days to Amazing Facebook group tomorrow for our Live Dropin FAQ on Success Bonuses and all things Opportunity!!!!