

Why Nutrition Matters!

Shaklee
Creating Healthier Lives™
Independent Distributor

W E B I N A R

Networking
Toolchest



How to explain the benefits of good nutrition and the value of Shaklee® products to anyone.

— Week 1 —

15 Benefits of Dropping 15 Pounds!

While you may choose to shed more than 15 pounds, be secure in the knowledge that there are many health benefits of modest weight loss as listed:

1. Increased energy
2. Decrease in high blood pressure
3. Blood sugar and insulin levels can drop within 3-5 days
4. Free-floating fats (triglycerides) can drop
5. C-Reactive protein, the marker for inflammation, can drop
6. HDL (the healthy cholesterol) can rise
7. Diabetes risk can drop by ½
8. Decreased sleep apnea
9. Reduced symptoms of joint disease- easier to move
10. Decreased risk of heart disease
11. Decreased incidence of GERD and Acid Reflux
12. Decreased risk of several cancers
13. Decreased stress
14. Increased self esteem
15. Clothes fit better



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Health Span vs. Lifespan



We all think about how long we want to live. Enter that number on the right side of the line where it says age at end of life.

Mark an X on the line that would note your age relative to how long you expect to live. For ex. If you expect to live to 100 and you are now 50 your X would go in the middle of the line.

In Pencil, mark a Y on the line at the age you expect to enter a nursing home or the age when you will no longer be able to care for yourself. That's your health span.

We make choices every day that determine whether we slide toward infirm health or we keep strong and vibrant well into old age.

Check these off-

1. Do you Smoke, even occasionally? Move your Y to the left- 5 years
2. No much exercise—less than 5X a week, 30 minutes a day with no Strength Training? Move your Y to the left- 4 years
3. Do not eat 2 servings of fruit and 5-7 of vegetables every day? Move your Y to the left- 3 years
4. Do not floss your teeth daily? Move your Y to the left- 3 years
5. Do not sleep 7-8 hours most every night? Move your Y to the left – 3 years.

In addition, move your Y to the left if you drink more than 3 alcoholic beverages a day up to 7 years. If you are under great stress each day, if you do not have a good social support system.

True quality of life is the number of HEALTHY YEARS we enjoy.

When I die, I want to slide in all used up saying, "WOW, what a ride!"

Statistics from Real Age, Michael Roizen, M.D.

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How Do You Feel Today?

Check This Side	<input type="checkbox"/> No Pep	<input type="checkbox"/>	Check This Side
On Starting Date:	<input type="checkbox"/> Overweight / Underweight	<input type="checkbox"/>	30 Days from
	<input type="checkbox"/> Splitting / Breaking Fingernails	<input type="checkbox"/>	Today's Date:
_____	<input type="checkbox"/> Dull, Thinning Hair	<input type="checkbox"/>	_____
	<input type="checkbox"/> Need Coffee To Get Going	<input type="checkbox"/>	
	<input type="checkbox"/> Headaches	<input type="checkbox"/>	
	<input type="checkbox"/> A Desire For Chocolates / Sweets	<input type="checkbox"/>	
	<input type="checkbox"/> Constipation, Hemorrhoids	<input type="checkbox"/>	
	<input type="checkbox"/> Bleeding Gums	<input type="checkbox"/>	
	<input type="checkbox"/> Bruise Easily	<input type="checkbox"/>	
	<input type="checkbox"/> Take Aspirin, Tylenol Often	<input type="checkbox"/>	
	<input type="checkbox"/> Poor Digestion	<input type="checkbox"/>	
	<input type="checkbox"/> Poor Circulation / Cold Hands	<input type="checkbox"/>	
	<input type="checkbox"/> Hard To Wake Up In The Morning	<input type="checkbox"/>	
	<input type="checkbox"/> Can't Fall Asleep	<input type="checkbox"/>	
	<input type="checkbox"/> Dry / Oily Skin	<input type="checkbox"/>	
	<input type="checkbox"/> Complexion Problems	<input type="checkbox"/>	
	<input type="checkbox"/> Leg Cramps	<input type="checkbox"/>	
	<input type="checkbox"/> Bad Breath / Smelly Feet	<input type="checkbox"/>	
	<input type="checkbox"/> Subject To Colds / Infections	<input type="checkbox"/>	
	<input type="checkbox"/> Nervous Or Depressed	<input type="checkbox"/>	
	<input type="checkbox"/> Various Aches & Pains	<input type="checkbox"/>	
	<input type="checkbox"/> Have Vague "blah" Feeling	<input type="checkbox"/>	
	<input type="checkbox"/> Require Tranquilizers	<input type="checkbox"/>	
	<input type="checkbox"/> Use Antacids	<input type="checkbox"/>	
	<input type="checkbox"/> Shortness Of Breath	<input type="checkbox"/>	
	<input type="checkbox"/> Under Stress	<input type="checkbox"/>	
	<input type="checkbox"/> High Cholesterol / Triglycerides	<input type="checkbox"/>	
	<input type="checkbox"/> Sinus & Allergy Problems	<input type="checkbox"/>	
	<input type="checkbox"/> Backaches	<input type="checkbox"/>	
	<input type="checkbox"/> Joint Stiffness	<input type="checkbox"/>	
	<input type="checkbox"/> Water Retention	<input type="checkbox"/>	
	<input type="checkbox"/> Menstrual Cramps / PMS	<input type="checkbox"/>	
	<input type="checkbox"/> Hot Flashes	<input type="checkbox"/>	

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Optimal Nutrition for Optimum Health

The Ladder of Health Presentation

I. Introduction

A. We call this the Ladder presentation. It's a way of showing the realities of the health choices we make every day.

B. Most of us would like to attain "Optimum Health" – to feel the very best we can, each and every day.

C. Most of us would like to avoid "Premature Death" at all costs, yet-

D. We spend most of our time in the so called "Neutral Zone"- not sick, but not in really great shape, either.



II. If we take no action to safeguard our health, it's easy to slide down from the "Neutral Zone".

A. If we slip just a little, we have

1. COMPLAINTS: Lack of energy--headaches—indigestion—minor colds and sore throat—fatigue—backache-etc.

It's easy to go to the drugstore to buy something over the counter to ease symptoms – but it costs MONEY.

B. If we resign ourselves and take no action, over time we slip down into

1. ILLNESS: (generally severe enough so that we have to see a doctor.) Strep- flu- earaches, unremitting fatigue.
2. These illnesses can be taken care of—but the doctors' visit and MEDICATIONS cost TIME AND MORE MONEY.

C. If these illnesses accumulate (and they will), they lead to

1. DISEASE: Heart Disease- Malignant tumors- Lung disease-Brain disease-Alzheimer's-Diabetes- Flu & Pneumonia & Kidney Disease. All can be caused, in part, by nutritional deficiencies.

2. They cause more frequent trips to the doctor, more medications, and often, trips to the hospital. And they cost

MUCH MORE TIME AND MONEY. Not to mention pain and suffering.

D. Eventually, if too many diseases accumulate or one becomes very severe, they lead to "PREMATURE DEATH".

E. So let's consider the area in which many DOCTORS operate.

1. They are trained to bring you back from COMPLAINTS, ILLNESS AND DISEASE to the "Neutral Zone".
2. However, this does require considerable TIME and MONEY. And let's not forget pain and suffering.
3. Without our *active* participation in building good health, the best efforts of our doctors will often fail, and we will reach "Premature Death" in spite of the best the medical profession can offer.

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III. Now let's look at the Ladder of Health.

Reaching for OPTIMUM HEALTH is your responsibility-- no one else can give it to you! Since OPTIMUM HEALTH requires constant effort on your part, we show it as a ladder rather than a slide.

Here's what you can do:

- A. REST- Getting 7-8 hours of sleep is very important to rebuild organ systems.
- B. WEIGHT CONTROL- Dropping just 15 pounds will provide 15 very major health benefits.
- C. EXERCISE- Getting regular aerobic and weight bearing exercise will surprise you in how you will feel.
- D. DIET/SUPPLEMENTATION- Proper nutrition is absolutely essential if you wish to reach OPTIMUM HEALTH.

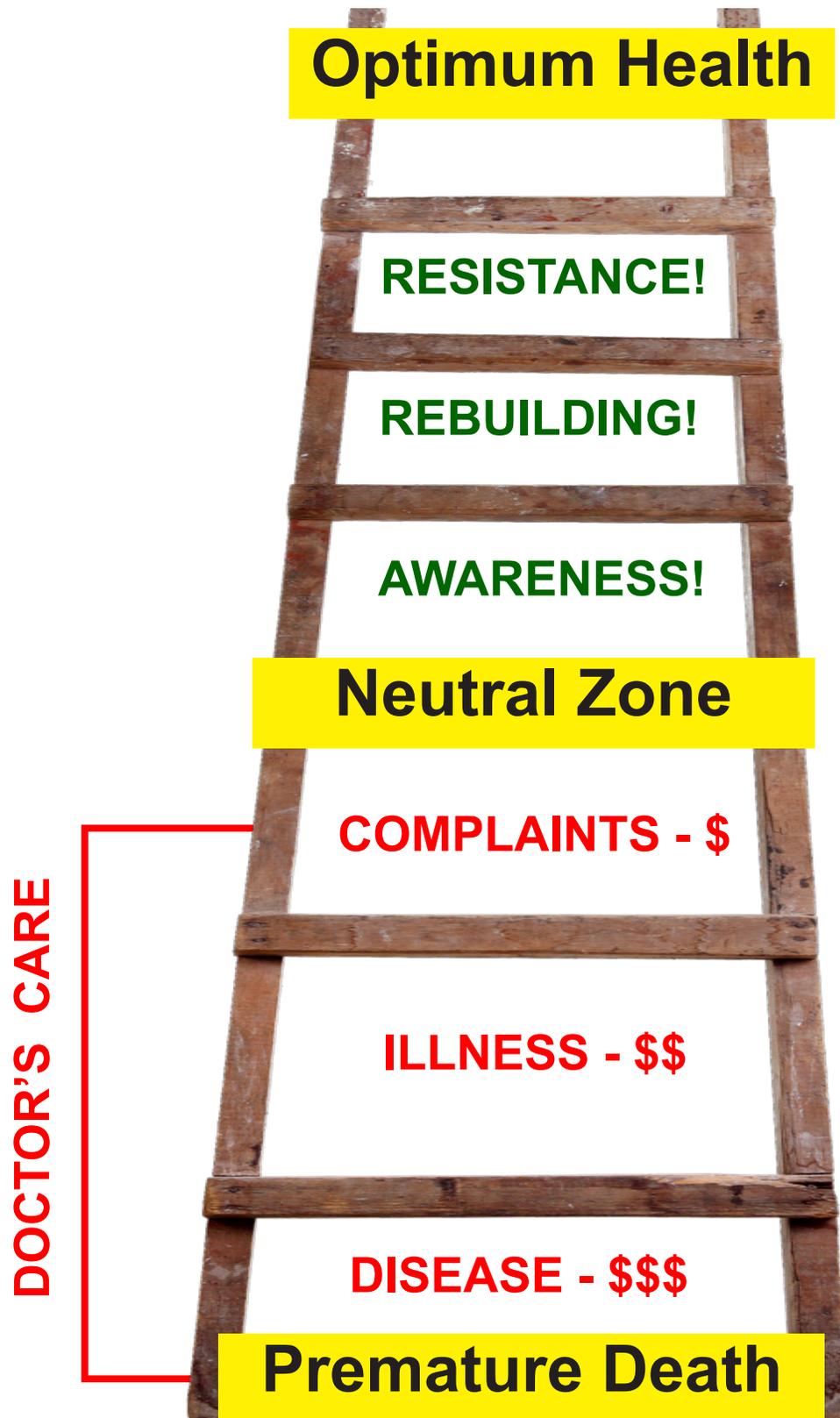
What can you expect when you begin to adopt these strategies?

1. The first stage is AWARENESS
 - a. This is when you first become aware that many of your serious complaints are gone.
 - b. This may take 3 days to 3 months.
2. The second stage is the REBUILDING stage.
 - a. You are rebuilding at the cellular level to form healthy cells and to strengthen your immune system.
 - b. This may take 3 months to 3 years.
 - c. You are treating the cause of the illness and disease—not the symptoms.
3. The third stage is RESISTANCE.
 - a. Now you have become resistant to most of the common illnesses and many major diseases.
 - b. In every epidemic, no matter how severe, there are always survivors. They are the ones with resistance.
 - c. You are now only a short step away from

OPTIMUM HEALTH- feeling just as good as you can feel, each and every day.

I'd be happy to talk with you about some strategies for adding nutrients to your diet that could provide these great benefits.

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CONVERSATION starters . . .

“How to start a conversation?”

Before you start any conversation, you need to **Listen**.



When you are in listening mode, you'll hear opportunities in every conversation.

Ask questions based on what has been said.

Listen and ask... And what else?

Listen and ask... Tell me more....

Listen and ask... Is there one more thing?

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Nedra's Conversation Starters

Before Lifeline

I just read, heard, saw (you pick) an interesting discussion about how people define health. It got me thinking and now I'm asking folks what does health look like to you?

After Lifeline

Would you be open to discussing a few changes you might make to IMPROVE your Lifeline?

Before 15 Reasons to Drop 15 Pounds

You mentioned you'd really like to drop some weight. I've got this neat chart that shows the health benefits of dropping just 15 pounds.

After 15 Reasons to Drop 15 Pounds

Would you like to look at a weight loss program that is really a health building program?

Before Ladder of Health

Have you ever thought of the state of your health as being like a ladder?

I saw this diagram and I thought it looked very interesting.

Would you be interested in seeing it?

After Ladder of Health

I'd be happy to talk with you about some strategies for adding nutrients to your diet that could provide these great benefits.

Other Conversation Starters

Do you want to feel better? OR Would you like to feel better?

Do you ever think about protecting your health for when you get older?

You don't seem like yourself lately. What's going on?

How often do you get _____ headaches, stomachaches, colds, flu? Fill in the blank.....

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**Nedra's Favorite
CONVERSATION
Starter . . .**

“How to start a conversation?”

“

You look like you have a lot of energy.

Regardless of their answer:

Would you like more?

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