



Introduction to Optimum Wellness

Good health is what it's all about...

Good health starts at a cellular level...

Maximize your nutrition...maximize your potential...

Imagine yourself at your absolute best...nourished, healthier, raring to go!...

This presentation can be done one-on-one, or in a small group setting.

Setup: Group

1. Have a small display of products somewhere in the corner of the room
2. Include some Product brochures, Today Inserts and a pitch book on the display.
3. Prepare some Thermo (original mixed in a little fruit juice) and offer as they arrive
4. Keep Wellness Questionnaire Survey's handy with pens or pencils – ask them to complete

One-on-One

1. Have Thermo and Wellness Questionnaire Survey's ready

Be Excited, Relax and Enjoy!

A very warm welcome to you. I am excited today to share with you some powerful information that can change your life forever!

The presentation will take approximately 45 minutes and I will use my notes to ensure I give you all of the information.

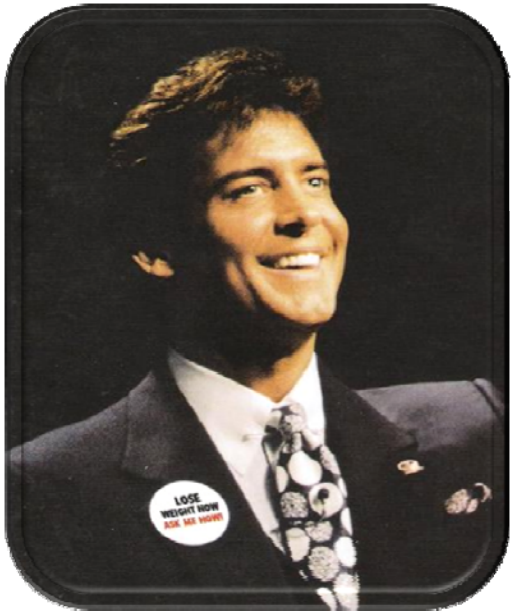
I will discuss the following:

1. Firstly, I will give you some of the most important facts about our company – Herbalife International.
2. Then I will show you how we change people's lives with these amazing products.
3. I will then go over some basic facts about your body and explain the Sickness Industry vs the Wellness Industry
4. Finally - why Balanced Nutrition plays such an important role in our lives today and explain how Herbalife products can change your life

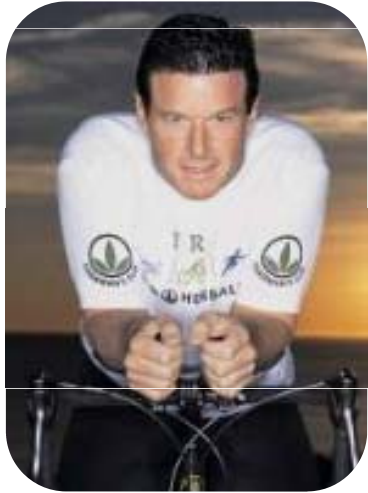
So, are you ready?



HERBALIFE



Mark Hughes
Founder of Herbalife



Michael O. Johnson
CEO

CHANGING PEOPLE'S LIVES...



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Maximise Your Nutrition * Maximise Your Potential

Herbalife started because of one man's determination and commitment to find a way to help people lose weight safely...

- Mark Hughes's mother died of an accidental overdose of prescribed diet and sleeping tablets at the age of 36
- The 18 year old Mark was devastated and devoted his life to making the best products available to help people **to lose weight safely** and to **help change the nutritional habits of the world.**
- He started Herbalife 1980
- He discovered through his Grandmother's product result that **a good result generates referrals**
- Today Herbalife has **3 decades** of nutritional experience in over **70 different countries** around the world - changing people's lives
- Herbalife has a team of **60 Doctors, Scientists and Nutritional experts** on the Nutrition Advisory Board

At the head of Herbalife is our **CEO, Michael Johnson.**

Michael is a **tri-athlete and is passionate about health and nutrition**, especially sports nutrition.

He has great results with the Herbalife products.

In fact Herbalife has millions of satisfied customers worldwide and I am proud to be a Herbalife Distributor – being part of helping to change people's lives with the best nutritional products in the world!



RESULT STORIES



Karl Bodin - lost weight



**Chantelle Lyons –
Gained weight, Pregnancy, Healthy baby**



Happy lost 40kg



Linda before and After



Mr Pathela lost 60kg



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Here are some awesome result stories...

- Karl Boden lost weight
- Chantelle gained healthy weight, used the products throughout her pregnancy, had a healthy pregnancy and delivered a healthy 3.7kg baby!
- Happy lost 40 kg's so far
- Linda Du Buisson lost 58kg – went from a dress size 46 to an awesome 34!
- Mr Pathela lost 60 kg!



Do you agree that results are amazing?!

My result: I started using Herbalife..... *(show your before picture – if applicable)*

I am sure you would like to know how these amazing results are created...?

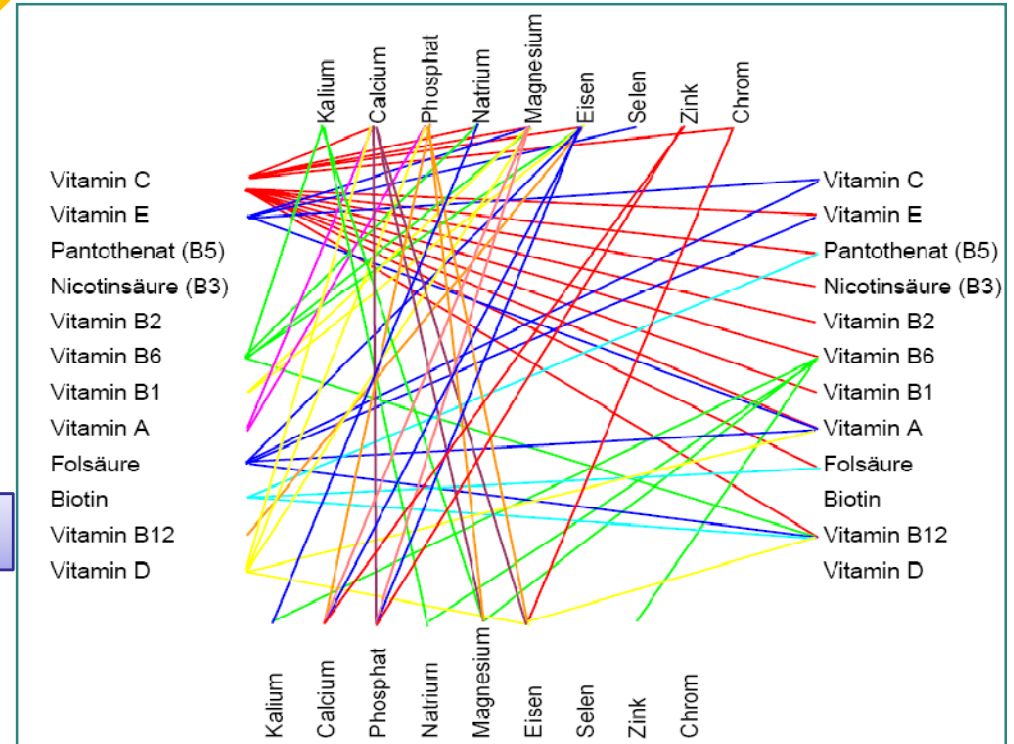
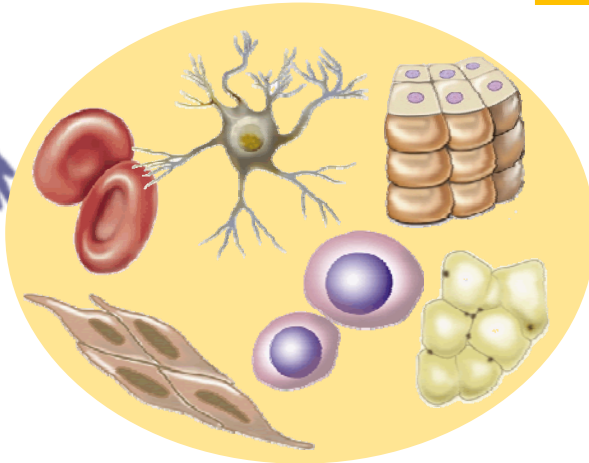
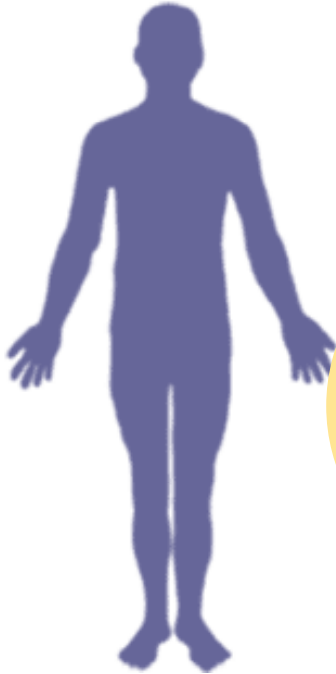
First, let us look at WHY our Bodies need Balanced Nutrition...

YOUR BODY...

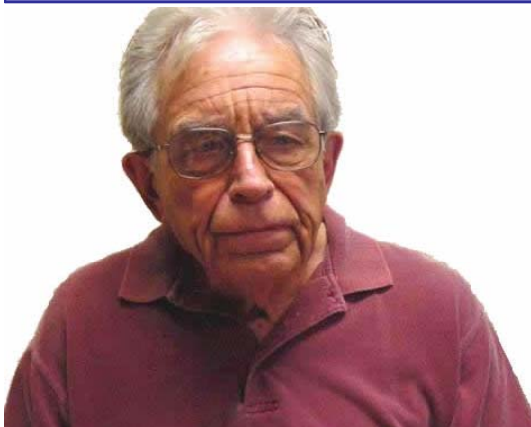
100 Trillions
different cells

NEED

114 Nutrients - in balance



Both are 70 years old...



Which life are You
designing for yourself?



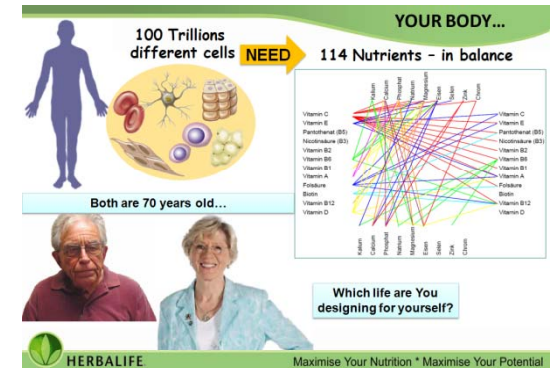
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Your body has over **100 trillion different cells** which demand **114 different nutrients** - in order to function properly. We also refer to this as **CELLULAR NUTRITION**

Although most adults think they are fully grown, the individual cells actually **replace themselves** on a **daily to monthly** schedule.

Our bodies manufacture 200 billion red blood cells each day, replacing all the blood in our body every 120 days. Skin is completely replaced every 1 to 3 months. It takes 90 days for old bone to be broken down and replaced by new bone. (Paul Zane Pilzer – The Wellness Revolution)



By not feeding our body the main nutrients it needs, such as: **Proteins, Fats, Carbohydrates, Vitamins and minerals**, our **bodies and minds deteriorate** because we are not able to **fully replace the dying cells**.

So, how you **LOOK, FEEL** and **AGE** will depend on your **LIFESTYLE** and **NUTRITION** intake, as they influence the following:

- Your Overall **Well being**...**"You are what you eat..."**
- **Growth:** from birth to death;
- **Immune System:** protect from heart disease, cancer, other illnesses;
- **Energy** Levels
- **Intelligence:** brain function - thinking, concentrating and memory;
- **Appearance:** skin tone, elasticity, hair, nails and most important – **your weight!**

Ever seen someone that **looks younger or older than their age** – as on the picture? They are both 70 years old...

- The male has a history of **smoking, overweight, hypertension, diabetes (Type 2), and hypercholesterolemia**.
- The female - Margaretha is living a **healthy, active lifestyle** – thanks to HBL.

So, considering the facts I just mentioned, **which life are you designing for yourself?** *(Pause...)*

Now you would probably say – it's in my genes..? According to Herbalife's Dr David Heber (*world renowned nutritionist*) only **30%** of how you age is determined by your **Genes**, the other **70%** are in **Your hands!**

So, lets look at what happens when you don't feed the cells in your body what they need... which results in, what we call the "SICKNESS INDUSTRY..."

SICKNESS INDUSTRY



- Fatigue (no 1 complaint)**
- Mood swings**
- Headaches**
- Digestive problems**
- Restless sleeping**
- Loss of concentration**
- Depression**
- Alzheimer's disease**



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**FIRST FACT: According to the World Health Organization:
More than 1.6 Billion adults in the world are OVERWEIGHT and 400 Million OBESE**

This leads to serious health consequences:

- **Cardiovascular disease** (mainly heart disease and stroke) is the world's **number one cause of death**
- **Diabetes** has rapidly become a global epidemic
- Muscular & skeletal disorders - especially **Osteoarthritis**
- Increased Risk of Certain **Cancers** (colon, endometrial, breast and prostate)

The fundamental cause of overweight and obesity is an energy **IMBALANCE** between **calories consumed** and **calories expended**...and therefore not consuming the **Balanced Nutrition on a Cellular level** we spoke about.

SECOND FACT: 70% of Doctor's visits are DIET and NUTRITION related...

- Fatigue (no 1 complaint)
- Mood Swings
- Headaches
- Digestive problems
- Restless sleeping
- Loss of concentration
- Depression
- Alzheimer's ... and many other diseases - that we just **accept as part of our aging process!**

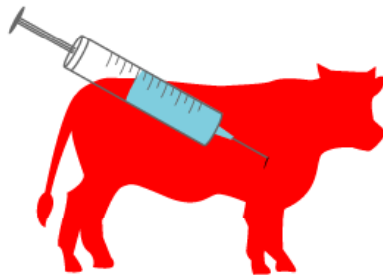
And the reason why drug companies make so much money is because they are treating the symptoms of **LIFESTYLE DISEASES** instead of addressing **people's LIFESTYLE and NUTRITION intake!**

TROUBLING FACTS – do you agree? (Pause...) Think for a moment - how many people do you know suffer from one of these diseases, spending their **money on the Sickness Industry?** Maybe you?

WHY do you think this is all happening? (Pause a moment and wait for a response. Then Continue)



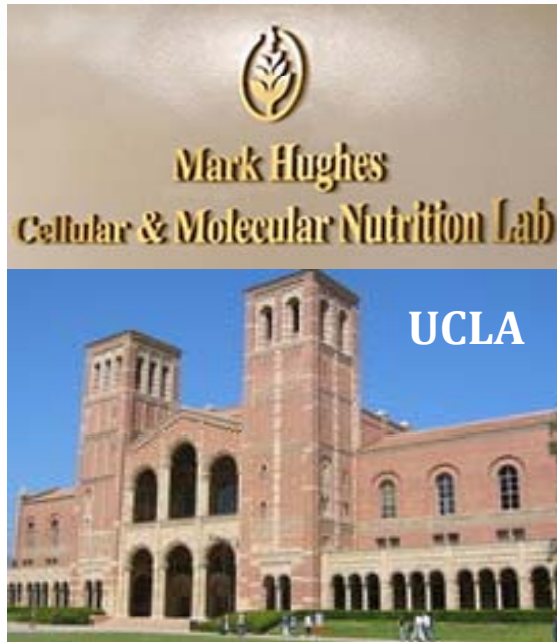
IMBALANCE



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HERBALIFE SCIENCE



**Herbalife
Product and Science Center**



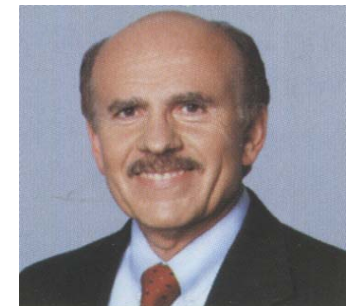
**Prof David Heber
(M.D., Ph.D)**



**Luigi Gratton
(M.P.H)**



**Dr. Steve Henig
(Ph.D)**



**Dr. Lou Ignarro
(Ph.D)**



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Herbalife has created the **best foundation for nutrition and weight-management products** in the world, **advanced Cellular Nutrition science** at the Mark Hughes Cellular and Molecular Nutrition Laboratory at the **Centre for Human Nutrition at UCLA**

Herbalife has a distinguished team of **60 leading Doctors, Scientists and Nutritional experts on the Nutrition Advisory Board**, who educate and train on the principles of:

- **Nutrition,**
- **Physical Activity** and
- **Healthy Lifestyles** with **‘BALANCED, CELLULAR NUTRITION’** as a primary focus.

The NAB is **chaired by Professor David Heber – world renowned nutritionist – 38 years experience in overweight and obesity;** and its activities are guided by one of his former students,

Dr Luigi Gratton, Vice President of Nutrition Education – also an avid tri-athlete

Steve Henig is Chief Scientific Officer with responsibility for the company’s product research and development functions.

Nobel Laureate in Medicine – Dr Lou Ignarro is a member of Herbalife’s Scientific Advisory board, which advises the company on advancements in the field of nutrition science. **He developed our Healthy Heart product - Niteworks**

These Facts ensure that Herbalife International is one of the leading companies in the “WELLNESS INDUSTRY”



WELLNESS INDUSTRY



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With all this information, I am sure by now you would like to feed the trillions of cells in your body with the best Nutrition possible?

You know what they say: “Prevention is better than cure...!”

Great! Lets look at Herbalife’s Nutrition Wheel - whether you’re a serious athlete, always on the go, or simply looking to improve your health, **Core Products nourish your body at the cellular level, so you can achieve optimum health...**

You start with the **CORE NUTRITION PRODUCTS: Formula 1, Formula 2, Fibre & Herb**, which form the **foundation of Balanced Nutrition**

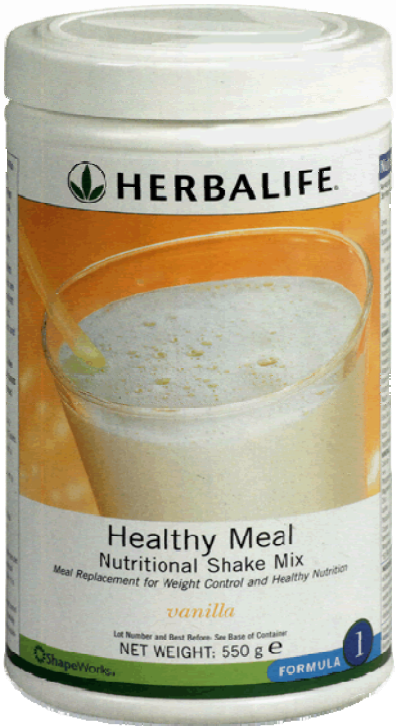
Then **Herbalife’s TARGETED NUTRITION PRODUCTS** which are designed to zoom in on your specific health support needs.

Next, I will give more detail on the **CORE PRODUCTS**, and also touch on each category in the wheel...

Are you ready for this...? *Pause a moment... then go on...*



CORE PRODUCTS



**Balanced
Nutrition
Everyday**

Herbalife meal

High in Nutrition

Low in Calories

Average meal

Low in Nutrition

High in Calories and fat



Firstly - Formula 1 Nutritional Shake mix

The SHAKE is simply “**food**” – a delicious **meal replacement** - easy to prepare and practical

Rich in key Vitamins and Minerals that will **nourish your body**

Healthy Soy Protein – maintain healthy cholesterol levels

Shake will help you **feel fuller for longer** which may help you **snack less**

Helps you to **manage your weight**, gain **better health** and help **sustain your energy levels**

Secondly - Formula 2 Multivitamin

A **Cellular Nutrition-powered multivitamin** with over 20 essential nutrients and antioxidants, to promote **healthy body cells for: Healthy bones, skin and hair, strong immune system and increased energy levels**

By using the Shake with the Multivitamin and eating a balanced meal, you will be getting your daily intake of Calcium, Iron etc and a lot more...

Thirdly - Fibre & Herb

Cleanses the small intestine and therefore aids in better absorption of nutrition

Assists with the elimination of waste and toxins that will **promote healthy weight management**

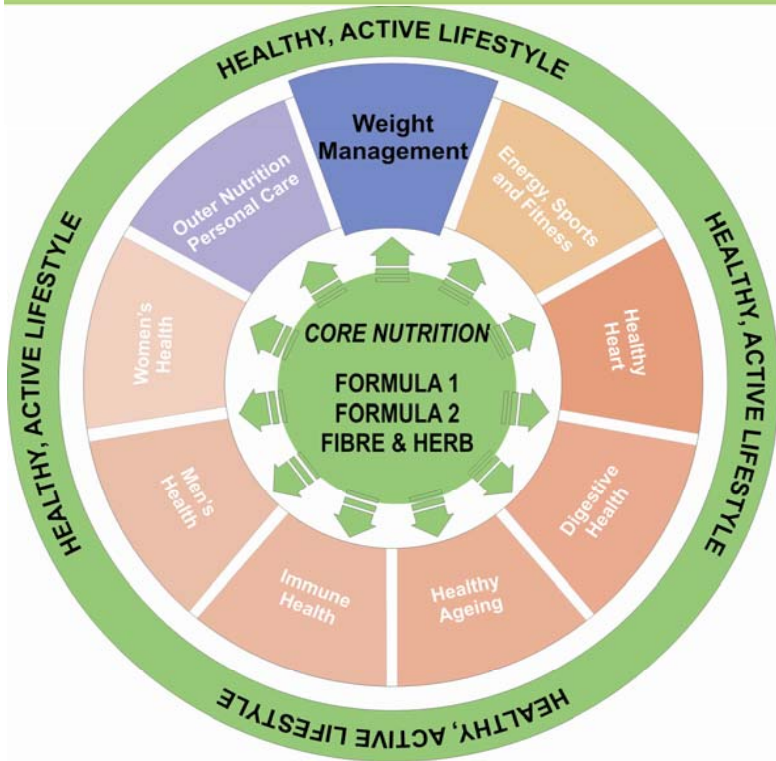
These three products will give your body the basis of Balanced, Cellular Nutrition to also help us “remove the question marks off our dinner plate”

And the amazing fact is that a Herbalife meal is high in nutrition and low in calories where as an Average meal is low in nutrition and high in calories and fat.

This is also the reason why you can lose weight with Herbalife products.



WEIGHT MANAGEMENT



feel the difference!



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Next - the first category on the Herbalife Intelligent Nutrition Wheel, is the **WEIGHT MANAGEMENT**.

These products provide a healthy, satisfying alternative for modern, fast-food lifestyles and together with the **CORE PRODUCTS**, can help you to **Lose weight, Gain weight or simply maintain a healthy weight**.

It all starts by building healthy nutritional habits – and it only takes 21 days to do that!

- **Formula 3 Personalised Protein Powder** : Increase protein intake without extra fat or calories; Satisfy and control hunger ; Build and maintain lean muscle mass; Add to F1 Shake, sauces, soups, gravies
- **Healthy Protein Bar**: Healthy, guilt free snack low in calories - between 140 and 146 calories per bar; 10g of protein per bar; Delicious tasting bars wrapped in Belgian Chocolate; 3 flavours: *Vanilla Almond, Chocolate Peanut, Citrus Lemon*
- **Herbal Aloe Concentrate**: Support digestive health naturally; Assists the natural self cleansing action of the body
- **Thermojetics Herbal Concentrate**: Naturally boost your metabolism and burn unwanted calories; Antioxidants to protect cells
- **Thermo Complete**: Vitality & energy boost; Control cravings, hunger pangs & appetite
- **Herbal Complex** : Reduces the appearance of dimpled skin and fluid retention
- **Lipo Bond**: Curbs snacking; Assists the body in it's elimination of wastes and toxins; Helps you feel fuller for longer
- **Cell Activator**: Provides energy at cellular level; Optimises absorption of nutrients



PROGRAMME

feel the difference!



Programme	Tablets	Shake	Healthy Meal
To Lose Weight	3 x pd	2 x pd	1 x pd
To Maintain Weight	3 x pd	1 or 2 x pd	1 or 2 x pd
To Gain Weight	3 x pd	3 x pd	3 x pd



Remember to drink lots of WATER! (6-8 glasses per day)



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How to use the products:

To Lose Weight:

Tablets 3 x per day (morning, lunch and dinner)

Replace 2 meals a day with the shakes

(especially breakfast – then choose between lunch and dinner)

One healthy meal per day

The reason why you can lose weight with Herbalife – is that per meal, the shake contains fewer calories with much more nutrition value than an average healthy meal, which has lots of calories, less nutrition value.

To Maintain Weight:

Tablets 3 x per day (morning, lunch and dinner)

Replace 1 or 2 meals a day with the shakes (especially breakfast – then choose between lunch and dinner)

Depending on your shakes, 1 or 3 healthy meals per day

To Gain Weight: *(This is the fun part...)*

Tablets 3 x per day (morning, lunch and dinner)

Drink 3 shakes a day – after your 3 healthy meals (breakfast, lunch and dinner)

NB: Herbalife is just food and cannot cause any negative results.

Your body will go through Dietary changes. The first few days your body might go through a detox phase, you may experience slight headaches, constipation or Diarrhea.

Do not mix the shake in milk as most adults are lactose intolerant, and you may experience above symptoms and Bloating due to the lactose found in milk.

Next on Herbalife's Nutritional Wheel – Sports Nutrition



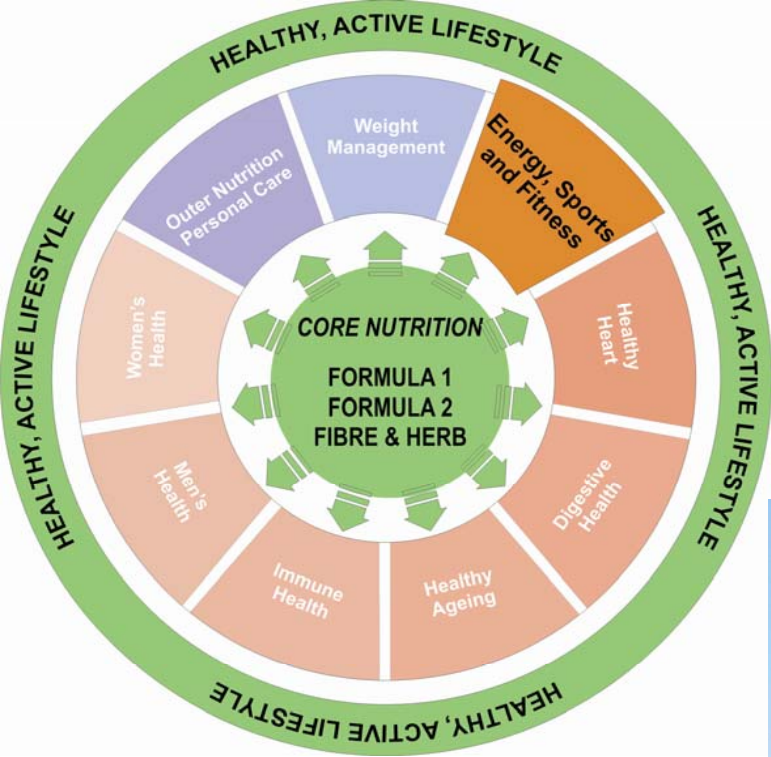
feel the difference!

PROGRAMME			
Programme	Tablets	Shake	Healthy Meal
To Lose Weight	3 x pd	2 x pd	1 x pd
To Maintain Weight	3 x pd	1 or 2 x pd	1 or 2 x pd
To Gain Weight	3 x pd	3 x pd	3 x pd

Remember to drink lots of WATER! (6-8 glasses per day)

HERBALIFE Maximize Your Nutrition * Maximize Your Potential

SPORTS NUTRITION



Hansie Louw



**Rugby –
Richard Boliter**



**Thanduxolo
Hendrick**



Sébastien Rousseau



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Herbalife's ENERGY, SPORTS & FITNESS products help deliver key nutrients to support recovery and optimize athletic performance.

We are the official Nutritional sponsors of **LA Galaxy & Inter Milan** soccer teams.

Various **Olympic participants** also use Herbalife products to enhance their performance.

We had a 2008 Olympic Gold Canoe medalist!

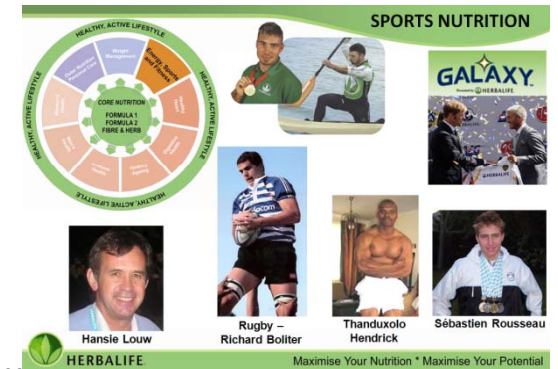
And in South-Africa, we have some great sports testimonials....

Hansie Louw is a marathon runner. He used to drink **Coke and Energade Megaload** which made him feel tired and he could hardly finish any race. Since using Herbalife products (**especially H3OPro**), he **feels great** throughout the race, his **mind is clear** and his **legs are good two days after the race**. He is very happy with the products!

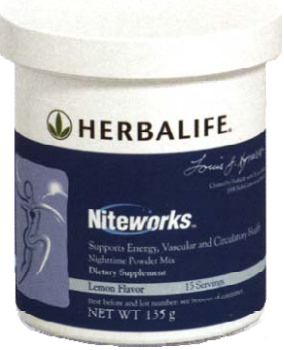
Richard Boliter was looking for a **safe and effective range of nutrition** while still playing rugby for Western Province and the Stormers. He started using Herbalife nutritional products during 2002 with phenomenal results. He experienced immediate energy increase and after 3 weeks on the products, moved up 16 places to number 2 in the Squad's test group! He uses the products for **fueling, refueling, hydration and recovery** and he can definitely feel a big difference in **sustained energy** levels during a game as well as the **speed of in recovery after**. He says the new **H³O PRO is absolutely brilliant** as it helps him not to "run flat".

Thanduxolo Hendrick: Before Herbalife he was always **tired, stressed, and overweight** although he was training every morning in gym. After starting with Herbalife, he experienced an immediate increase in energy and his stress level came down. Herbalife also helped fulfill his dreams of becoming a **Bodybuilder**. In April 2007 he came 1st place in a bodybuilding competition and was also elected to represent the province in the S.A. Championships. He is active in his bodybuilding career and is doing extremely well!

Sébastien Rousseau: South African Swimmer – age 15. He felt tired during trainings and although he was eating a lot of good food and drinking plenty of fluids; his coach was concerned that he was not getting enough of the right nutrients to keep his energy levels up. After starting with HBL products, his **energy increased**, he **improved his times** and his **recovery is much faster**. He says Herbalife helps him achieve his goals by also winning various silver and gold medals.



SPORTS NUTRITION



experience the difference!



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Use the **CORE PRODUCTS + ENERGY, SPORTS & FITNESS** products for **Sports Nutrition**

- **H3O Pro is a clean Isotonic drink.** Works on the concept of **HEAT:**

H – Hydration - Quenches thirst and replaces lost fluids

E – Energy & Stamina - Energizing carbs for immediate and sustained energy

A – Absorption & Powerful Anti Oxidants to protect your body from fatigue and soreness

T – Taste – hint of tangy lemon

- **Liftoff:** Low calorie effervescent drink; Increase energy anytime, anywhere; Improve mental clarity; Provides 100% RDA of B & C vitamins;
- **NRG Guarana Beverage:** Hot or cold, this zesty, yet gentle tea is a natural pick-me-up ; Increase mental alertness and help maintain energy; Enhance performance and provides an invigorating lift
- **Joint Support:** Enhances flexibility; Promotes healthy joints and muscles
- **Niteworks:** Promotes Nitric Oxide which controls blood circulation ensuring our arteries are nourished / Assists in promoting blood vessel tone and circulation
- **Tang Kuei:** Supports muscle relaxation
- **RoseOx:** Powerful herbal antioxidant capable of disabling free radicals / Boost Immune System

Personalise your programme for peak performance with adding the:

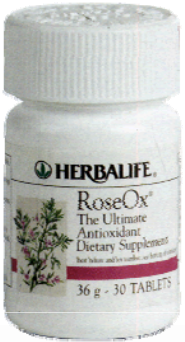
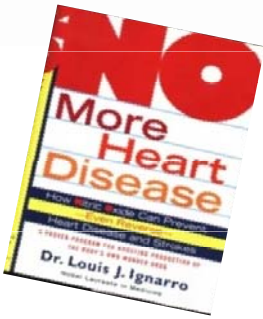
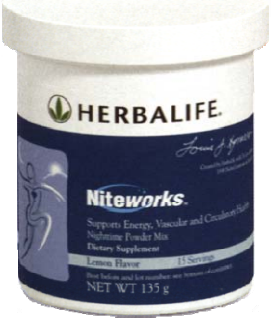
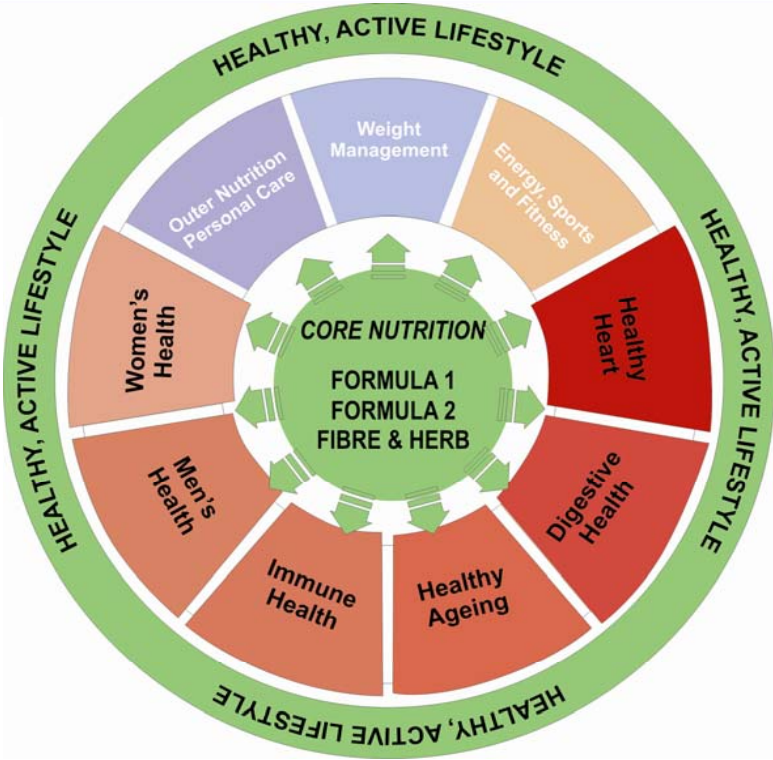
Protein Bars (delicious snacking and 10g of protein per bar)

Thermojetics Herbal Beverage (boost energy levels)

Cell Activator (energy at cellular level; Increase absorption)



TARGETED NUTRITION



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As we discussed earlier - **proper nutrition is important at any age, for a healthy and fulfilling life.** Herbalife's **TARGETED NUTRITION PRODUCTS** will give you the **right balance of essential nutrients** to help you enjoy a lifetime of good health...

Always include the CORE PRODUCTS, then add according to these categories...

HEALTHY HEART - Whether you're in your 20s, 40s or 60s, you need to take care of your cardiovascular health. Herbalife's Healthy Heart products help put the power of heart health in your hands, with

- **Niteworks:** Exclusively endorsed by Dr Ignarro-1998 Nobel Laureate in Medicine
- **Herbalifeline:** Provides Omega-3 Essential Fatty Acids for Healthy Heart and Brain; Healthy cholesterol levels ; Lubricates joints; Anti-inflammatory properties

DIGESTIVE HEALTH - Problems like **heartburn, indigestion and constipation** are annoying, don't you agree?

Well, Herbalife's Digestive Health products support **healthy digestion and elimination of wastes**, helping to ensure your internal system runs smoothly every day: **Herbal Aloe / Lipo Bond**

HEALTHY AGEING - Remember the 80 year olds pictures? Growing older is inevitable—but feeling old isn't! Whether you're concerned with bone or joint health, memory, eyesight or facial lines, Herbalife's Healthy Ageing products can help **keep you looking and feeling great no matter what your age!**

Niteworks - Healthy Heart / **Joint Support** - Healthy Joints / **Herbal Aloe** – Digestive Health / **RoseOx** - Healthy Immune
Herbalifeline - Healthy arteries

IMMUNE HEALTH - Too much **stress**, a **poor diet** or **too little sleep** can undermine immunity, leaving you susceptible to colds and infection. Immune Health products help keep your **defenses strong all year round.**

RoseOx: Boost Immune system; Powerful Anti-Oxidant ingredients-Rosemary, Vegetables, Herbs; Convenient one-a-day

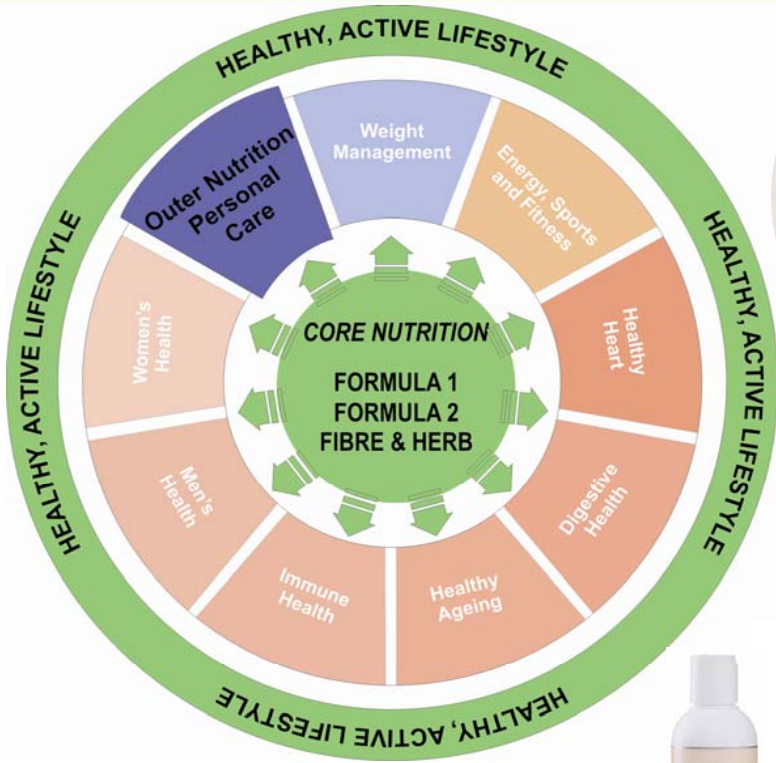
HEALTHY MEN, HEALTHY WOMEN - The **demands of work and family** and the **stress of modern life** can compromise your health. These products include **herbs and nutrients to enjoy health at every age.**

Tang Kuei - Calms and relaxes muscle tension; reduce stress and promote restful sleep; promote female reproductive health; reduce PMS discomfort .

Also include **Cell Activator / RoseOx / Joint Support / Herbalifeline / Herbal Aloe / Herbal Complex**



OUTER NUTRITION



**Lené –
Skin improved & Lost weight**



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Just as your body needs proper nutrition for long-term health, your skin and hair require the right nourishment to keep you looking your best!

So the last category to complete the Cellular Nutrition wheel, is **Herbalife's Outer Nutrition Personal Care products** which are your **secret weapon** in **maintaining a healthy, youthful appearance**.

Start with our **basic skincare** line **NouriFusion** or use our **time-delaying** skin care line, **Skin Activator** for support against signs of **ageing**.

Enjoy the soothing properties of **Aloe Vera** in our **Herbal Aloe range** and add the finishing touch with a Herbalife **fragrance**!

(If you include facials as one of your Retail methods, offer the free facial, if not, give your outer nutrition result and give product brochure for more info on products. Mention that our outer nutrition are value for money...)

I'm raising the profile of these new products by offering individuals like you, a private, free facial demonstration.

You would have a chance to try everything yourself, in the privacy of your home. It's a very relaxing experience and it's great fun – would you like to book one? ***(if yes, book them in your diary now)***

We also have a referral system where you can offer a **free facial as a gift to a friend**. You can fill out this section on the health survey form you have in front of you in case you would like to do that too.

So Great! Do you by now realize that the Herbalife Nutrition can help you look and feel your absolute best – every single day, and that these powerful products can play an important part in your ageing process?

Can you also see that spending money on the **WELLNESS Industry** is much better than on the **SICKNESS Industry**?

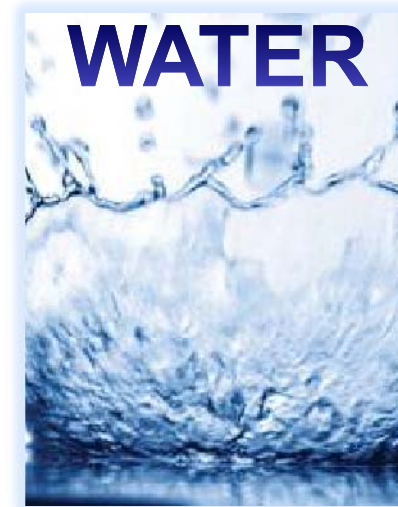
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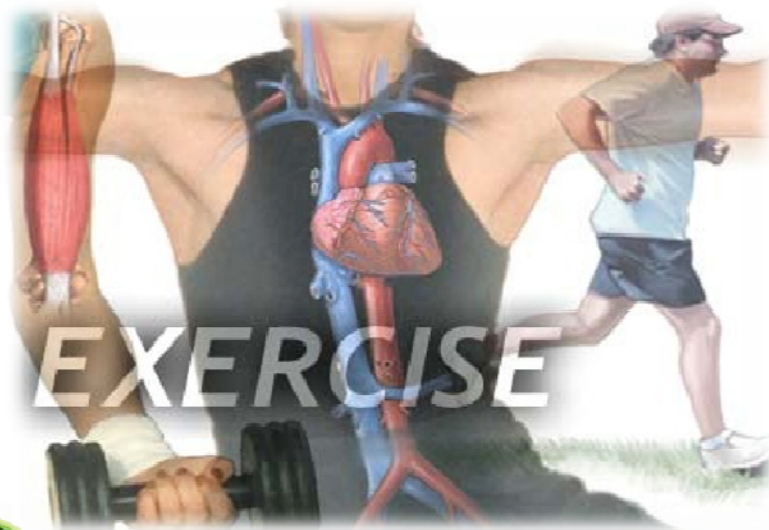
Healthy, Active Lifestyle

Balanced Nutrition:
Inner / Outer

+ Healthy food
choices



Cut back
or avoid



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To end off this presentation, herewith 6 TIPS FOR A HEALTHY, ACTIVE LIFESTYLE:

1. Use Herbalife **Balanced Inner-and Outer Nutrition** every single day and **Feel the Difference!**
2. Make sure you opt for **Healthy Food choices**
3. Stay hydrated with at least 2L **Water** each day. Try adding a splash of Herbal Aloe Drink, slice of lemon or mint leaves
4. **Keep physically active** with a least 30 minutes of activity each day:
 - It promotes strong bones and muscles
 - Will reduces stress – releases endorphins in the body which create feelings of relaxation and wellbeing
 - Burning more calories are key to losing and maintaining your weight
5. A Healthy, active body requires appropriate **rest and relaxation**
6. **Cut back or avoid** - Smoking, alcohol (empty calories) and Fast Foods.



CLOSE THE SALE.... So great! Do you agree that **prevention is better than cure**? Do you realize that many of us spend money on the **Sickness Industry** rather to opt for the **Wellness Industry**?

I just want to make sure I have your Wellness Questionnaire. Now lets develop a program that will be best for you...

Go through the various program options. Give cost per meal and emphasize the benefits.

You could start with **Healthy Breakfast**, (Shake, Thermo, Aloe), + include Protein, or one of the following **programmes**:

- Basic Program (Shake, Protein, F&H, Thermo)
- Advanced (Shake, Protein, F&H, Thermo, M/Vit)
- Ultimate (Shake, Protein, F&H, Thermo, M/Vit, Herbal Complex)

OPTION – *to increase sales, offer a 10% discount on all products bought today. Explain after sale services (delivery of products, follow-up procedure and customer care. Consult your manual)*

Note: *Your choice! If customer is showing 'buying' signals, close, arrange payment and delivery and do not continue with flip chart. If no signs of sale, continue and point out there is a GREAT business opportunity.*

Thank you for your time - it's been great meeting you and I am looking forward in helping you reach your wellness goals!

UNIQUE OPPORTUNITY

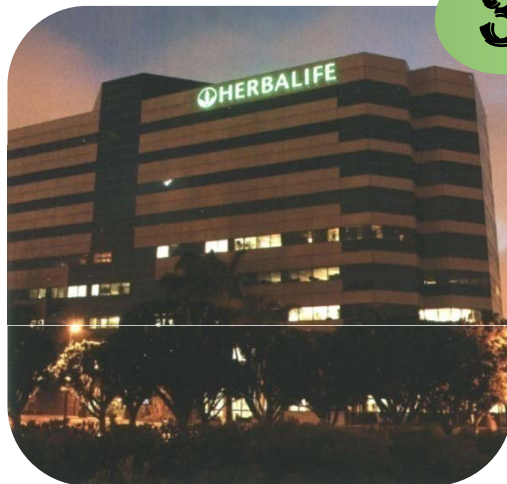
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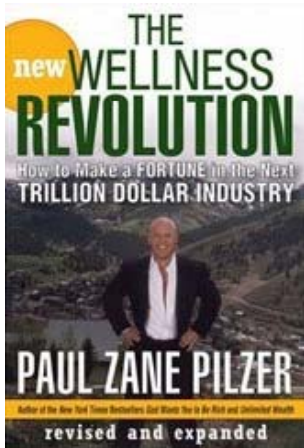
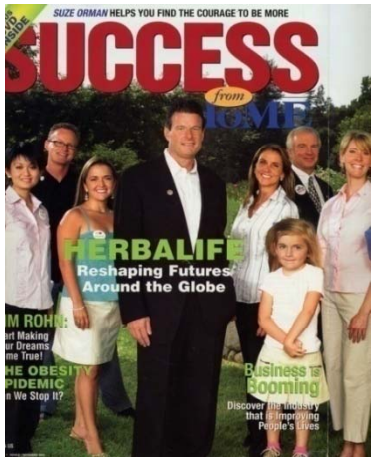
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4



HERBALIFE®

Maximise Your Nutrition * Maximise Your Potential



Referral – Biz Opportunity

By the way, I am expanding my business in this area, so I am looking for people to work with

It could not be a better time to rejoin Herbalife.

No doubt you have heard of the tough economic situation in most businesses, as well as the growing challenge of obesity.

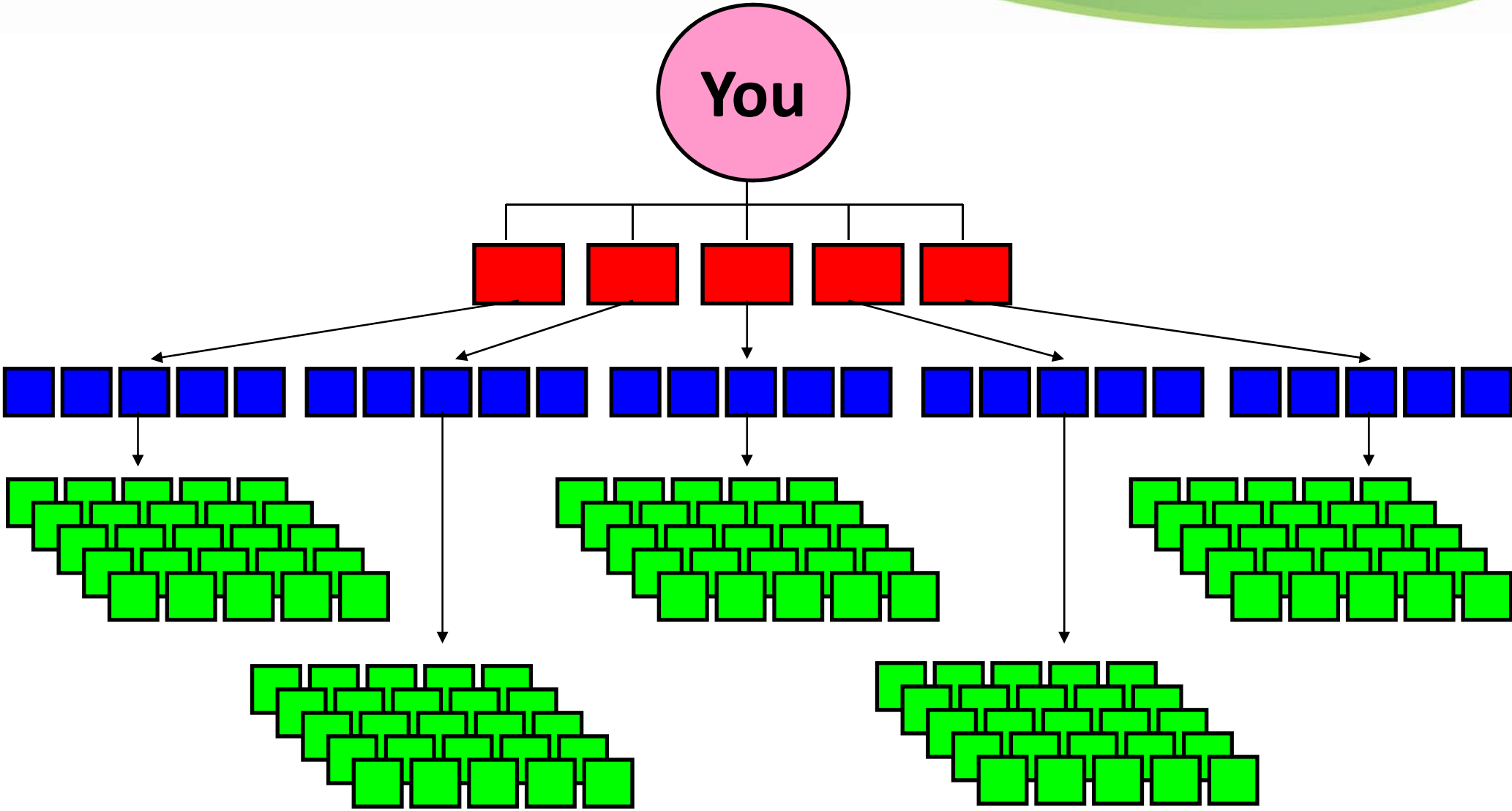
It may sound strange but with all this happening, there really is not better time to be a Herbalife Distributor. As a distributor, we are all faced with an amazing opportunity right now. More and more people are concerned about their financial future and are looking for additional income.

You are perfectly positioned to help them achieve their financial goals as well as your own. In an uncertain world, taking back control is what people need to do and is exactly what becoming a Herbalife Distributor is all about.

Let me quickly explain how Herbalife is committed to empower people to live a healthier, financially better life...

1. Industry-leading compensation plan - **73%** goes back to the distributors
2. Herbalife has healthy, science-based **consumable products**:
 - Only available through **Independent Herbalife Distributors**
 - With **3 decades** of experience in **Nutrition**, Herbalife is fast becoming the **leader in the Wellness Industry**
 - World renowned economist, Paul Zane Pilzer, refers to the **Wellness Revolution** as a **Trillion dollar Industry**
3. Herbalife is a **world-class company with visionary leadership**.
 - We are **1.9 million distributors** doing business in over **70 different countries** where Herbalife is registered in, means we also have the opportunity to build our business **International and earn foreign income**.
 - The **Success From Home Magazine** has dedicated a complete issue to Herbalife
4. Herbalife has **step-by-step training** programmes and **business tools** to support our business.

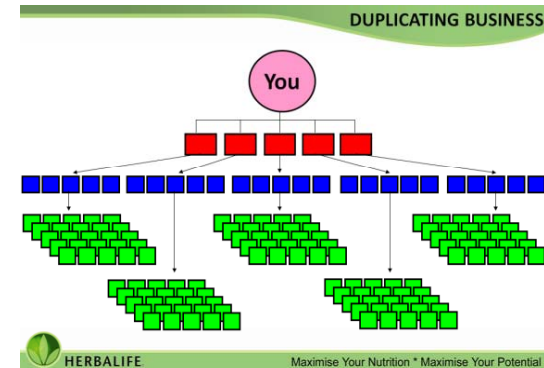
DUPLICATING BUSINESS



HERBALIFE®

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- What other job allows you to work exactly the hours that you want to.
- Where else do you get to choose how you build your business?
There are so many *new and fun* ways to choose from.
- How many people do you know whose job involves looking and feeling healthy and helping others to do the same?
- More than ever, people want to feel good about themselves and Herbalife's inner and outer nutrition products help them do achieve their goals as part of a healthy active lifestyle.
- Whether they are managing their weight, pushing themselves harder in the sporting arena or simply looking for a convenient healthy meal instead of a less nutritious fast food option, Herbalife's products provide a solution.



Why Herbalife Why NOW!

- Earn extra income - or make it your main revenue
- Start straight away - part time, full time –flexible to fit with your life
- Minimal start up costs
- No previous experience required
- Be your own boss – take charge of your life
- Compensation plan –one of the best in the business
- Support -quality training and effective business support tools
- Immediate product discount
- Making a difference – provide real help to people
- Anyone can do it!

Let me share a few result stories... (also share your own)

RESULT STORIES



Margaret Hlela



Rasheeda



Amanda Jensen



Manuella Botha



**Paddy & Louise
Mc Bride**



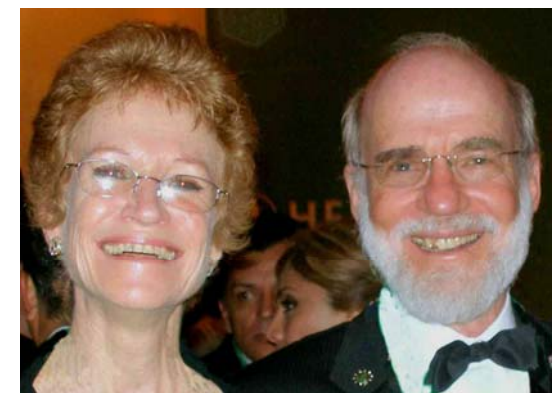
Ina Marais



Siphon & Alice Mohaule



**Elizabeth
Lekganyane**



**Mark & Jenny
von Senger**



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Margaret Hlela - From domestic worker to being her own boss, earning enough money to put her daughter through Technikon. She is very excited, building her international business without any effort just by sharing her story and bringing others in the business.

Amanda Jensen - is a single mom. In her first month she earned R9000 part-time and is now building a full-time career in Herbalife around her children's schedule.

Paddy & Louise Mc Bride - Before own business but no holiday in ages! Now they work the Herbalife business around their 2 boys and have a great lifestyle.

Manuella Botha - was with another network marketing company for 12 yrs.

She decided to make a change to Herbalife, (a lot more benefits including the amazing products!) Doing the business 5-6 hrs a day, allows her to be with her two boys in the afternoon. She earns R15,700 pm - her goal to become financially independent and take her family on holidays and overseas trips.

Rasheeda – As an employee she was in a dead end job and saw no future while being highly stressed and overworked. Herbalife became her passion, doing the business full-time now, earning R10,500 pm.

Ina Marais - Being in the IT meant long hours away from her family. She started Herbalife very part-time and after seeing the 'big picture of Herbalife', went full-time. Today she works around her family, travels the world and earns comfortably over R35,000 pm!

Sipho & Alice Mohaule – Sipho was a second hand car salesman and Alice a clerk. They started Herbalife part-time and earned R3000-R6000 extra per month. He realized the full potential and went full-time in the business. Their income doubled and doubled again. Today they travel the world and enjoy life to the full – earning R65,000 per month!

Elizabeth Lekganyane – From a housewife and mother to International business woman. She says: "It is so wonderful seeing many people's lives changing for the better. Last month I earned R100,000!"

Mark & Jenny von Senger – In their fifties, they lost everything in a business who's books were crooked. In their first two weeks in Herbalife, they made R1500 profit. They doubled their income every month. Today they have property in South Africa and Switzerland where they are able to pursue their passion – skiing!

So, listening to all these facts, do you have someone in mind that would love to do the business with me?

(Take your pen and paper and be ready to write down names and contact numbers. If they are hesitant, prompt them to send you some names later and move on...)

If they are interested set an appointment to show them the business opportunity, or if appropriate– invite to the next HOM .

Thank you for your time - it's been great meeting you!