

Outer Nutrition Personal Care...

YOUR SKIN
is the largest organ
in the body, representing
15% of body mass and functions
as the first line of defence-
protecting against the
invasion of foreign bodies
and organisms

World Health Organisation



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

Setup:

1. Ask them to provide a medium sized bowl of warm water and a towel
(or bring your own)
2. Offer a Thermo (mix original hot with a little honey, or cold with some fruit juice)
3. Ask them to fill out a Skin Care Survey
4. Wash your hands!

Relax and enjoy!

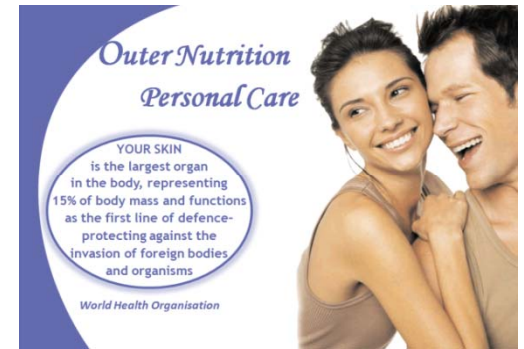
When you're ready, start by saying: ***"Here's what we're going to do today:"***

1. We'll get started with your facial and each time you try one of our products I'll ask you how you like them
2. During the facial I'll tell you a bit about Herbalife so you'll know exactly who we are and what other products we have
3. And I will also give you the top 6 tips for a Healthy, Active lifestyle
4. The presentation will take approximately 45 minutes and I will use my notes to ensure I give you all of the information

So, are you ready?

Great! - Did you know...

Your skin is the largest organ in the body, representing 15% of body mass; and functions as the first line of defence - protecting against the invasion of foreign bodies and organisms



OUTER NUTRITION



Nourifusion



Perfumes



Aloe Products



Radiant C



Anti-Ageing Skin Activator



With **all natural** ingredients including **Vitamins A, C, E, Antioxidants, Aloe Vera, Green tea, Glucosamine** and **SPF15 protection**, the Herbalife Outer Nutrition line of products can **nourish your skin from head to toe...** no matter what your age or skin type and is suitable for **men and woman**



- First, our **basic skincare** line – **NouriFusion**, which uses a unique multivitamin formula – **Vitamins A, C, and E**;
- For the over **30's** - look younger with our fabulous **skin ageing products** – **Skin Activator**;
- Our **Radiant C products** are infused with vitamins and SPF15 for a radiant complexion;
- Enjoy the soothing properties of **Aloe Vera** in our **Herbal Aloe** range;
- Pamper yourself with our **Body beautiful range** and
- Add the finishing touch with our **Fragrances** for him and her...also makes great gifts!

It is really easy to take good care of your skin, starting with daily cleanse, tone and moisturize.

Use an exfoliating scrub and mask 2 – 3 times per week. Our products give you the option to either **deep cleanse**, or **hydrate** your skin.

What do you think your skin type is, Normal to Dry OR Normal to Oily?

(Put their skin type cleanser, toner and moisturiser on the mats).

OUTER NUTRITION



Multivitamin Cleanser
Normal to Dry / Normal to Oily

**Exfoliating
Scrub**

Clarifying Mask



Firstly, we're going to use some of the products on only the right side of your face.

That way you can compare your skin with the left side and feel the difference.

Then after that we'll use the rest of the products on the left, to complete your facial.

Unlike a traditional facial that you'd get in a salon, I'm not going to do it for you.

That's because I'm not a qualified beautician and I'd really like you to learn how to use our products yourself and notice how they feel as you apply them.

So let's start...

NouriFusion Cleanser – *(Put a little on the back of their hand so they can control the amount they use).*

Gently removes make-up, dirt and oil. Use small upward circular movements with your fingertips.

Rinse with water and pat the skin dry.

NouriFusion Facial Scrub – *(Put a little on the back of their hand).*

It's a weekly treatment to gently remove dull, rough and dead skin to leave a clear complexion.

Contains strawberry and raspberry seeds with jojoba beads and bees wax – not abrasive.

Rinse with water and pat the skin dry.

NouriFusion Clarifying Mask – *(Put a little on the back of their hand).*

This draws out impurities and leaves the skin clear and glowing with an improved texture and tone.

Gently rub it on your face, avoiding the sensitive eye areas. *(Tingling? Good, it means it's working).*

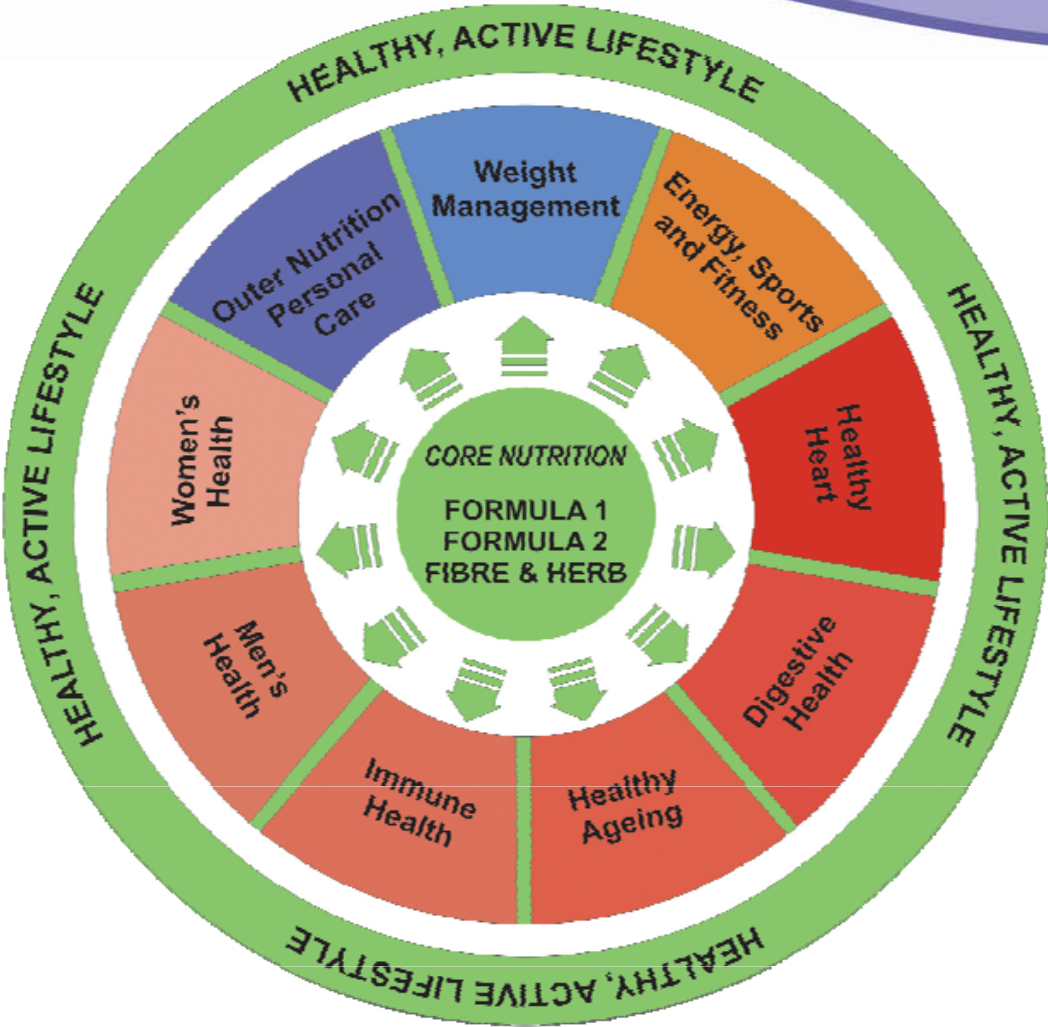
Rinse with water and pat the skin dry.

While your mask is drying, let me tell you a little about Herbalife...

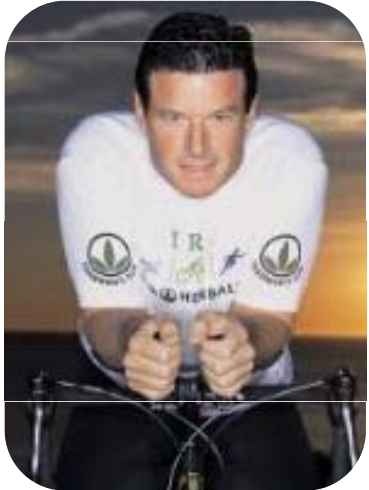




Mark Hughes
Founder of Herbalife



Jonathan Liss
Sr. Vice President, Herbalife
Outer Nutrition® - Education and Training



Michael O. Johnson
CEO - Herbalife

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
- 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 O'Johnson**. Michael is an accomplished **tri-athlete and passionate about health and nutrition**. He has great results with the Herbalife products.

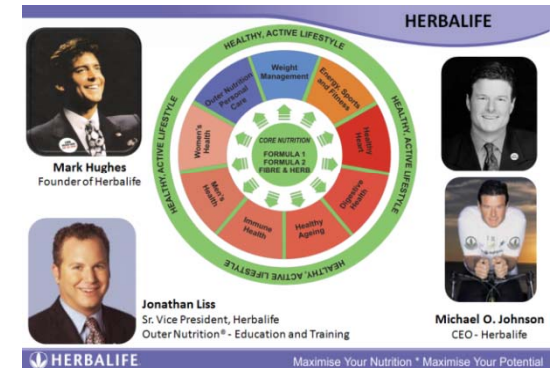
Herbalife appointed **Jonathan Liss as Senior Vice President, Outer Nutrition® Education and Training**.

Prior to Herbalife, he had over 15 years experience in marketing personal care products for **Revlon, L'Oreal US and Estée Lauder**. With the balance of **Herbalife's Inner - and Outer Nutrition® products**, Jonathan **improved his health and appearance dramatically**.

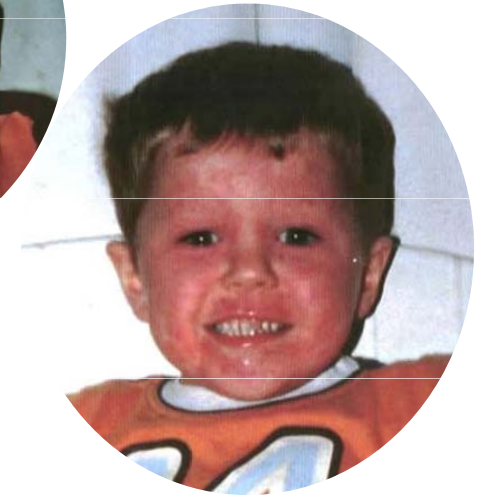
We're really excited about our **Outer Nutrition** range – it uses the latest developments in **vitamin enhanced nutrients** for the skin. It has clinically proven effective levels of **vitamins A, C and E to repair, regenerate and protect the skin**.

As you can see in Herbalife's Nutrition Wheel – we also have targeted solutions to zoom in on your specific health support needs.

So 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**.



RESULT STORIES



Wrinkles



Before



After

Here are some awesome before and after pictures with awesome results that speak for themselves!

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

Do you agree that results are amazing?!

Are you interested in learning more about how our inner nutrition products can also help you achieve your optimum wellness? I can run through it with you after your facial, OR I can book you for a Free Wellness Evaluation?

(Book it now – preferably for within 48 hours).



OUTER NUTRITION

Multivitamin Toner

Normal to Dry / Normal to Oily



Multivitamin Moisturizer

Normal to Dry / Normal to Oily



Skin Activator Day Lotion



Eye Gel



Now we'll remove your mask. Rinse with water and pat the skin dry.

NouriFusion Toner – *(Put a little on a cotton pad).*

Removes traces of dirt, refreshes your skin and prepares it for the moisturiser.

NouriFusion Eye Gel – *(Put a little on the back of their hand).*

Light weight and cooling / Helps reduce under-eye puffiness /

Dab under eyes with ring finger

Now, depending on your age, you would either use the NouriFusion Lotion, or our anti-ageing Day Lotion from our Skin Activator range...

NouriFusion Lotion – *(Put a little on the back of their hand).*

Protects and hydrates the skin / Contains a Sun Protection Factor (SPF) of 15

Or use our Anti-Ageing product – the Skin Activator Day Lotion

Hydrates, nourish and protect the skin / Contains glucosamine that helps reduce the appearance of fine lines and wrinkles / Contains a Sun Protection Factor (SPF) of 15.

Before moving on to the other side of your face, let me recap what we have used so far...

NouriFusion Cleanser > NouriFusion Facial Scrub > NouriFusion Clarifying Mask > NouriFusion Toner > NouriFusion Eye Gel > NouriFusion Lotion OR Skin Activator Day Lotion >

Feels GREAT, doesn't it?



OUTER NUTRITION



**Radiant C
Scrub
Cleanser**



Moisture Mask



Body Scrub



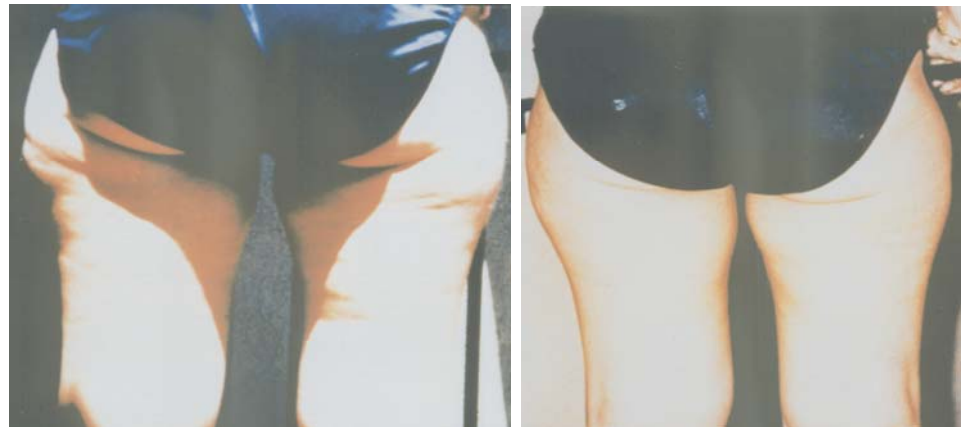
**Body Contouring
Cream**

**Great Gift
Ideas**



BEFORE

AFTER



Now let's get onto the left side...

Radiant C Scrub – *(Put a little on the back of their hand).*

Includes a stable form of Vitamin C and jojoba beads to gently exfoliate, leaving your skin clean and fresh. It lathers up nicely.

Rinse with water and pat the skin dry.

Moisture Mask – *(Put a little on the back of their hand with a clean spatula or cotton bud).*

Hydrates and improves your complexion, making your skin feel soft and smooth. Put it on evenly without rubbing it in and avoid the sensitive eye area. Let's leave it on for 5 minutes.

Body Buffing Scrub - Exfoliates / Softens & Smoothes Skin

Contouring Cream - Improves Skin Texture & Tone

Gift ideas.

All our personal care products make wonderful gifts. We even have a fragrance range.

(If you have samples, let them try them)

Many women like wearing the men's fragrances too...

While your Moisture Mask is hydrating your skin, I will tell you about the Aloe products we have...



OUTER NUTRITION

Shampoo's & Conditioners



Hair Spray



Body Wash & Body Bar



Soothing Spray & Gel

Hand cream



Aloe products

We also have a great range of Aloe products for the whole family.

The shampoos and conditioners are great as well as the body wash and bar.

The lotions, gels and sprays are terrific with burns, cuts, stings and scratches.

We've had wonderful results with eczema, psoriasis and other skin ailments getting better after the use of these products.

Before we wipe your mask off, let me give you

6 TIPS FOR A HEALTHY, ACTIVE LIFESTYLE...



Healthy, Active Lifestyle

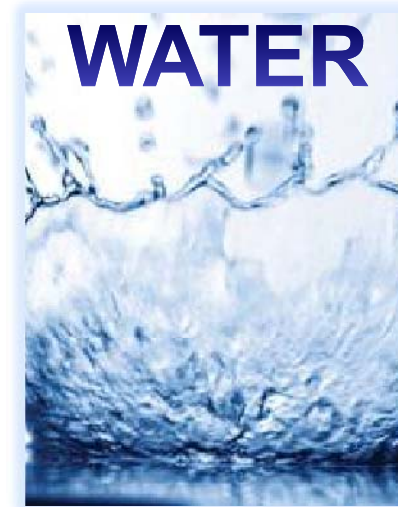
Balanced Nutrition:
Inner / Outer



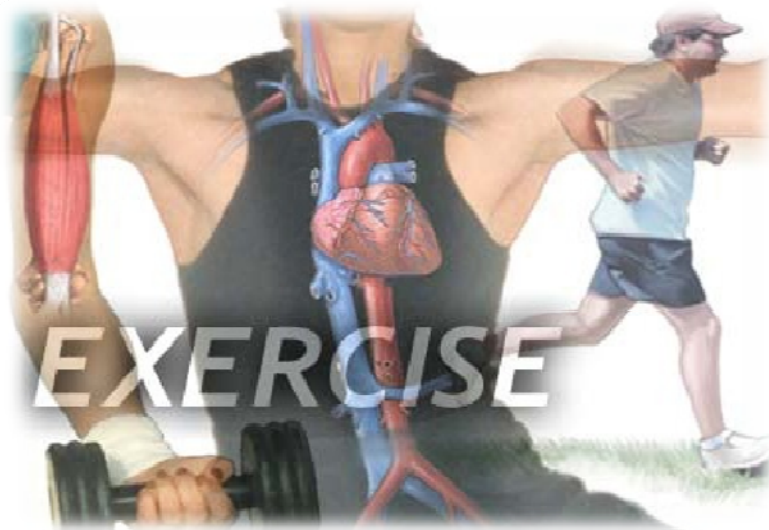
+ Healthy food choices



WATER



Cut back
or avoid



RELAX

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 reduce 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.



Now we'll remove your mask. Rinse with water and pat the skin dry.

OUTER NUTRITION

**Radiant C
Skin Booster**



Night Cream



Eye Cream



**Radiant C
Quencher**

**Skin Activator
Night Cream**



**Skin Activator
Eye Cream**



**Lip
Refiner**



**Décolletage
Cream**



Again... Multivitamin Toner *(Put a little on a cotton pad).*

Removes traces of dirt, refreshes your skin and prepares it for the moisturiser.

Radiant C Booster - *(Put a little on the back of their hand).*

It's an antioxidant with vitamins C & E to improve your skin's texture and leave it feeling really silky. Smooth it on without dragging.

Do you like that?

Eye Cream *(Put a little on the back of their hand with a clean spatula or cotton bud).*

Richer than the Eye Gel. Great for night time and more mature skin.

NouriFusion Night Cream *(Put a little on the back of their hand with a clean spatula or cotton bud).*

Contains all the right levels of A, C & E to nourish your skin while you sleep.

You'll wake up to a radiant complexion and with skin feeling soft, smooth and supple.

OR You can use our Anti-Ageing Range (Skin Activator)

Eye Cream - Lightweight cream / Cucumber extract to help soothe the skin / Hydrates and nourish creating a youthful looking "lift"

Night Replenishing Cream - Luxurious, ultra-rich night cream / Helps to rejuvenate the skin and improve firmness

Our **Lip Refiner** - Super, smooth softening lip cream / Helps reduce fine lines / Helps lips look fuller

And **Décolletage Cream** - Non-greasy, hydrating and revitalising cream / Helps minimise fine lines and wrinkles around the neck, cleavage or chest

To complete your facial let's spray on some **Radiant C Quencher**. Again it contains vitamin C so it's an antioxidant giving you a fresh burst of moisture. You can use it at home, the office or in the car to freshen up. It's great to set make-up. *(Spray it on at arms length)*



OUTER NUTRITION

1



2



So to recap on all that we have used.

(Line the products up in front of them as you talk about them).

On the right side we used:

NouriFusion Cleanser – To cleanse your skin.

NouriFusion Facial Scrub – Use once or twice a week.

NouriFusion Clarifying Mask – To deep cleanse.

NouriFusion Toner – To wipe away any residue and traces of dirt.

NouriFusion Eye Gel – Cooling. Great for puffy, tired eyes.

NouriFusion Lotion – SPF 15.

Or you can use the **Anti-Ageing Skin Activator Day Lotion** to Hydrate, Nourish and Protect

Then on the left side we used

Radiant C Scrub Cleanser – Smells like oranges. Anti-oxidant with vitamin C.

NouriFusion Moisture Mask – To soothe and moisturise your skin.

NouriFusion Toner – To remove any residue.

Radiant C Skin Booster – The silky vitamin gel.

NouriFusion Eye Cream – Rich treatment for the sensitive eye area.

NouriFusion Night Cream – To protect and nourish your skin.

Or you can use the **Anti-Ageing Skin Activator Eye Cream and Night Cream**

Radiant C Face Quencher - Vitamin C / antioxidant / fresh burst of moisture.

Mark on their survey which of the products they liked.



PROMOTION

10 Referrals = a **FREE** gift!



Refer your friends & family
for a free facial demonstration
and you could receive a great
gift from our product range!

Terms & conditions apply

Referral promotion

I'm running a promotional offer at the moment - I'll give you a free **Radiant C Face Quencher** if you can write down 10 names and numbers of anyone else you think may also enjoy this free facial.

(Give them the referral sheet and a pen. Give them enough time to fill it in. If they can't remember someone's name or number, remind them to look through their cell phone directory).

Is there anything you would like to buy today? I have stock in my boot. You can pay by cash or cheque... whichever you prefer.

OPTION – to increase sales, offer a 10% discount on all products bought today (day of facial). Only make this offer when you get the referral form back. Leave them with a business card and maybe a brochure. Tell them you deliver within 24hours if they want anything later or at the end of the month.

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

Referral – Biz Opp.

By the way, can I just ask you something, because I want to expand my business in this area, I'm always looking for people to work with.

It could be someone who just wants to earn more extra money part time, say R2000 – R5000 a month, or it could be someone like me who wants to be more serious about the business.

I will quickly explain how Herbalife is also committed to empowering people to live a healthier, financially better life... by providing a Unique Business Opportunity...



PROMOTION

10 Referrals = a **FREE** gift!

Refer your friends & family for a free facial demonstration and you could receive a great gift from our product range!
Terms & conditions apply

HERBALIFE Maximize Your Nutrition * Maximize Your Potential

The graphic features a smiling couple on the left and a collection of various Herbalife skincare products on the right. The text is set against a light blue background with a purple header and footer.

HERBALIFE

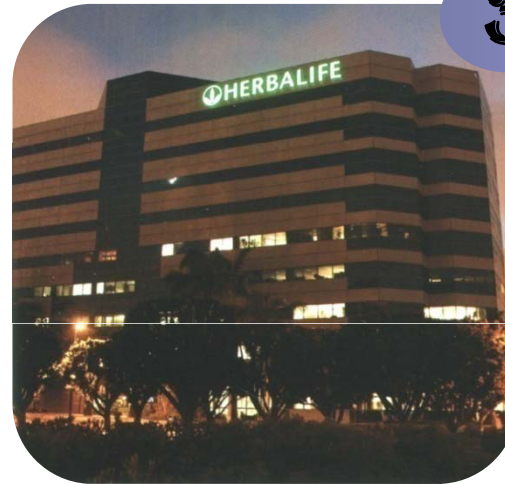
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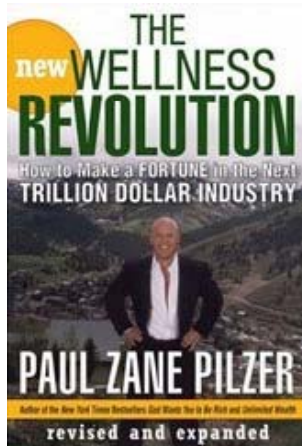
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3



4



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.

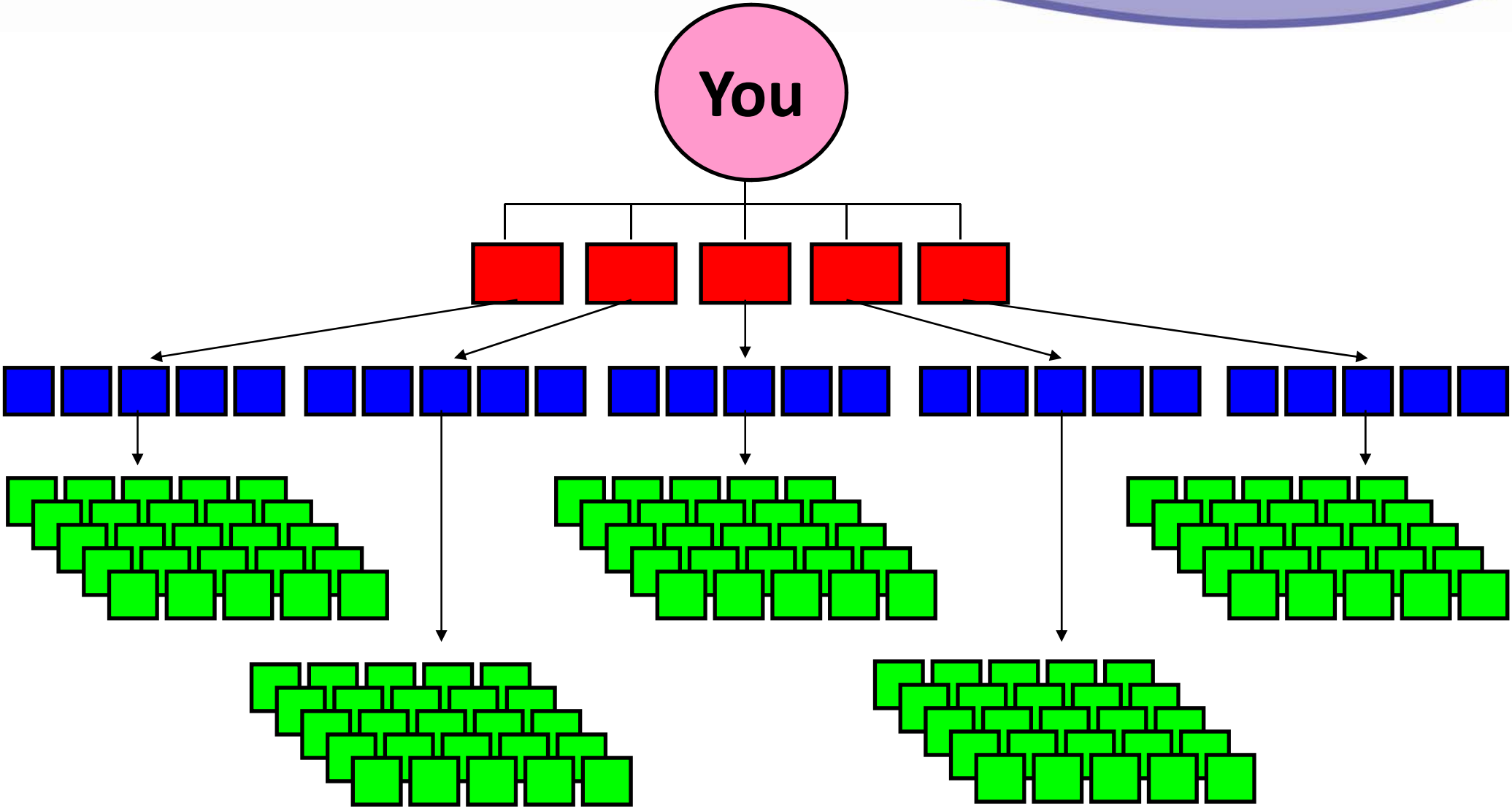
You are perfectly positioned to help them achieve their financial goals as well as your own. In an uncertain world, taking back control is what people need to do and is exactly what becoming a Herbalife Distributor is all about.

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

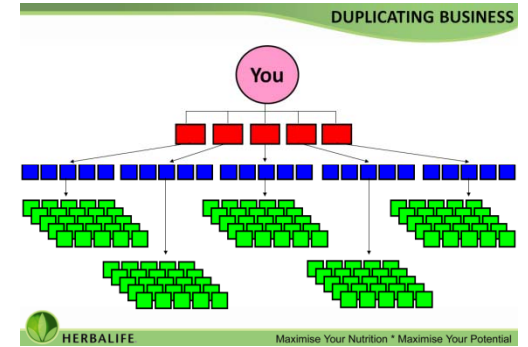
1. Industry-leading compensation plan - **73%** goes back to the distributors
2. Herbalife has healthy, science-based **consumable products**:
 - Only available through **Independent Herbalife Distributors**
 - With **3 decades** of experience in **Nutrition**, Herbalife is fast becoming the **leader 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



- 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 sorting 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**



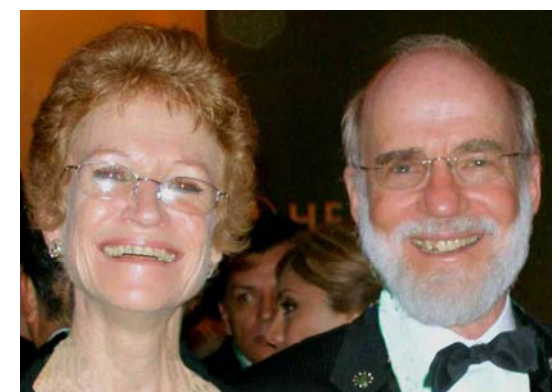
Ina Marais



Sipho & Alice Mohaule



**Elizabeth
Lekganyane**



**Mark & Jenny
von Senger**



Margaret Hlela Rasheeda Amanda Jensen Manuella Botha Paddy & Louise Mc Bride



Ina Marais Siphoh & Alice Mohaule Elizabeth Lekganyane Mark & Jenny von Senger

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!

Siphoh & Alice Mohaule – Siphoh 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!