

HERBALIFE
SKIN

Herbalife SKIN



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**What is your
body's largest
organ?**



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Your SKIN!



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- Your skin is the largest organ on your body, made up of several different components, including water, protein, lipids, and different minerals and chemicals.
- How good are you at taking care of yours?



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- Just like your body's other organs, you need to look after your skin every day
- Proper skin care is essential to maintaining the health and vitality of this organ.
- Our skin is our body's protective layer ...
- It's job is crucial: to protect you from infections and germs.



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- Throughout your life, your skin will change constantly, for better or worse.
- As we get older, we know that our skin is one of the first things that can show signs of ageing...



So what can we do to keep our skin looking healthy and ageing well ?

- There are many factors that contribute to skin health and appearance:
- What you eat and drink
- What you do and where you go, ie: smoking, pollution, holidays
- Your age and your gender
- How you look after your skin and the products you use.
- All of these factors directly affect your skin.
- Its all about getting the balance right



What you need for healthy skin check list

- Hydration from the inside out
- Vitamins and minerals – consumed and applied topically
- Proteins – consumed and applied topically
- Essential Fatty Acids – consumed and applied topically
- Clinically proven, effective skin care products that really benefit your skin
- An effective skin care regime both morning and evening



Herbalife SKIN – The Range

- 11 skin care products suitable for all skin types, and both men & women
 - Our products are clinically tested to get results!



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The Herbalife SKIN Philosophy

11 dermatologist-tested products to
cleanse, tone, treat, target and
moisturise your skin.



Through lush textures, radiant essential
oils and fresh, rejuvenating fragrances
these products make skin feel
beautiful and youthful.

Products* are clinically tested and the
results show softer, smoother, more radiant
skin and diminished fine lines and wrinkles
in 7 days**.

*Results applicable to Line Minimising Serum, Replenishing Night Cream, Daily Glow Moisturiser, SPF 30 Protective Moisturiser, Hydrating Eye Cream and Firming Eye Gel.

**Clinically tested on subjects: skin roughness measured by Visioscan at intervals of 0, 7 and 42 days.

The benefit to our customers



Experts in Nutrition, Herbalife brings you expert nutrition for your skin. With over 15 vitamins and botanicals our skincare is packed with daily goodness to enrich your skin, using an optimum blend of Vitamin B₃, antioxidant Vitamins C and E, and Aloe Vera.



Customers **Feel** pampered with luxurious textures; soothe yourself with silky soft lathers. Be inspired by radiant essential oils and fresh, captivating fragrances.



Fast Results, our clinically-tested products help you achieve optimum daily results including softer, smoother, more radiant skin and a diminished appearance of fine lines and wrinkles in 7 days***

* Sulphate-free applies to foaming, cleansing products: Soothing Aloe Cleanser, Polishing Citrus Cleanser and Instant Reveal Berry Scrub.

** No added parabens is not applicable to the SPF 30 Protective Moisturiser.

*** Results applicable to Line Minimizing Serum, Replenishing Night Cream, Daily Glow Moisturizer, SPF 30 Protective Moisturiser, Hydrating Eye Cream and Firming Eye Gel.

Product Features



No Added Parabens
&
Sulphate Free

Suitable for
all
skin types*

Dermatologist
Tested

Unisex: Perfect
for
Women
and Men

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Clinically tested fast results in just 7 days

Significant reduction in the appearance of fine lines and wrinkles in just 7 days using the following products:†

- Line Minimizing Serum
- Daily Glow Moisturizer
- SPF30 Protective Moisturiser
- Replenishing Night Cream
- Hydrating Eye Cream
- Firming Eye Gel



†Clinically tested on subjects for skin roughness measured by Visioscan at intervals of zero, seven and 42 days.

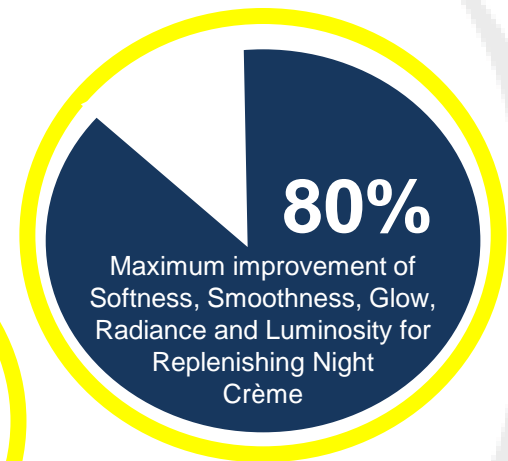
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Clinically tested for fast results in just 7 days*

Our clinically tested products help achieve optimum daily results including:

Remarkable improvement in skin softness, smoothness, radiance, glow and luminosity in just 7 days using the following products**:

- Line Minimizing Serum
- Daily Glow Moisturizer
- SPF30 Protective Moisturiser
- Replenishing Night Cream
- Hydrating Eye Cream
- Firming Eye Gel



*Results applicable to Line Minimizing Serum, Replenishing Night Cream, Daily Glow Moisturizer, SPF 30 Protective Moisturiser, Hydrating Eye Cream and Firming Eye Gel

**Clinically tested on subjects for smoothness, softness, glow, radiance and luminosity measured by visual expert grading at intervals of two, four and seven days.

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Vitamins and Minerals



Enriched with
over 15
Vitamins and
Botanicals

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The Herbalife Experience

SCIENCE FOUNDATION

ALOE

Vitamin B₃

VITAMIN C

VITAMIN E



LUXURIOUS EXPERIENCE

BOTANICAL

PLANT



A good skincare routine, right for your skin

Women's Skin Care Regime

STEPS	☀ AM	☾ PM
1 CLEANSE	Soothing Aloe Cleanser (For Normal to Dry Skin)	Soothing Aloe Cleanser (For Normal to Dry Skin)
	Polishing Citrus Cleanser (For Normal to Oily Skin)	Polishing Citrus Cleanser (For Normal to Oily Skin)
2 TONE	Energising Herbal Toner	Energising Herbal Toner
3 TREAT	Line Minimising Serum	Line Minimising Serum
4 TARGET	Firming Eye Gel	Hydrating Eye Cream
5 MOISTURISE	Daily Glow Moisturiser or SPF 30 Daily Protective Moisturiser	Replenishing Night Cream
WEEKLY		
DEEP CLEANSE	Instant Reveal Berry Scrub (1-3 times a week)	
PURIFY	Purifying Mint Clay Mask (1-3 times a week)	

A good skincare routine, right for your skin

Men's Skin Care Regime

AS EASY AS 1, 2, 3!

STEPS	PRODUCT
1 CLEANSE	SOOTHING ALOE CLEANSER OR POLISHING CITRUS CLEANSER
2 TREAT (OPTIONAL)	LINE MINIMISING SERUM AND HYDRATING EYE CREAM
3 MOISTURISE	SPF 30 PROTECTIVE MOISTURISER OR DAILY GLOW MOISTURISER

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Step 1 Cleanse

Soothing Aloe Cleanser

A refreshing, gentle cleanser infused with Aloe Vera to leave your skin gently cleansed and beautifully soft.

- Aloe vera-based cleanser with a fresh and gentle scent. Perfect for normal to dry skin.
- Silky, soft lather gently removes excess oil, dirt and light makeup from the skin without irritation.
- Aloe vera softens and moisturises skin.
- No added parabens. Sulphate-free.

Dermatologist tested.



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Step 1 Cleanse

Polishing Citrus Cleanser

Deep cleansing microbeads refresh your skin for a healthy glow.

- Vibrantly-scented cleanser with hints of juicy orange and grapefruit.
- Perfect for normal to oily skin.
- Clinically tested to show a reduction in the skin's sebum after just one use.*
- Light gel formula with polishing jojoba beads to remove impurities and refresh skin.
- No added parabens. Sulphate-free.

Dermatologist tested.



* Demonstrated significant reduction in sebum level on the treated site by 57.6% (average).

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Step 1 Cleanse

Instant Reveal Berry Scrub

Antioxidant-rich scrub with berry seeds for exfoliation, which helps achieve soft, smooth skin.

- Reveals healthy-looking skin
- Fresh and fruity fragrance enlivens the senses.
- Suitable for all skin types.
- No added parabens. Sulphate-free.

Dermatologist tested.



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Step 1 Cleanse

Purifying Mint Clay Mask

This rich, creamy clay mask has the absorbent and toning effects of bentonite clay to remove dirt and absorb excess oil.

- Clinically tested to improve the appearance of pores after just one use.*
- A hint of spearmint and rosemary uplift your senses.
- Prepares skin to better receive the benefits of our serums and moisturisers.
- Suitable for all skin types.
- No added parabens. Dermatologist tested.



* Tested on subjects, measuring pore appearance by visual expert grading immediately after application. Average improvement after immediate use was 35%.

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Step 2 Tone

Energising Herbal Toner

Aloe vera-infused, alcohol-free facial toner with mandarin citrus scent provides hydration and refreshes tired looking skin.

- AM / PM use helps prepare your skin to better receive your serum, day or night time moisturiser for optimum results.
- Gently conditions your skin.
- Your skin will feel fresh and clean without dryness or stinging.
- Suitable for all skin types.
- No added parabens. Dermatologist tested.



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Step 3 Treat

Line Minimising Serum

This multi-functional serum helps diminish the visible signs of aging.*

- Helps diminish the appearance of fine lines and wrinkles in just 7 days.*
- Clinically tested to show remarkable improvement in skin softness, smoothness, radiance, glow and luminosity in just seven days.**
- AM/PM use helps you achieve optimum results.
- Suitable for all skin types.
- No added parabens. Dermatologist tested.



* Clinically tested on subjects for skin roughness measured by Visioscan and Reverse Photo Engineering at intervals of zero, seven and 42 days.

** Tested on subjects for smoothness, softness, glow, radiance and luminosity measured by visual expert grading at intervals of two, four and seven days.

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Step 4 Target Firming Eye Gel

Helps improve the appearance of the delicate eye area by increasing your skin's firmness and elasticity.*

- Helps reduce puffiness around the eyes.**
- Contains revitalising cucumber extract.
- Suitable for all skin types.
- No added parabens. Dermatologist tested.



* Tested on subjects for firmness and elasticity measured by visual expert grading at intervals of seven days and 42 days. In 45% of subjects, improvement was seen in firmness/elasticity in skin under the eye at 42 days.

** Improves puffiness on average 45% after 7 days, as supported by visual grading.

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Step 4 Target

Hydrating Eye Cream

Helps minimise the appearance of fine lines and wrinkles around the eyes, an area which has a lower amount of both sweat and oil glands, making it highly susceptible to dehydration.

- Helps diminish the appearance of fine lines and wrinkles around the eyes.*
- Clinically tested to show a significant increase in the skin's moisture over eight hours.**
- Suitable for all skin types.
- No added parabens. Dermatologist tested.



* Clinically tested on subjects for skin roughness measured by visioscan at intervals of zero, seven and 42 days.

** Tested on subjects measuring skin moisture levels at eight hour intervals. Skin of 100% of subjects showed significantly higher moisture levels over baseline after eight hours.

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Step 5 Moisturise

Daily Glow Moisturiser

All-purpose hydrating lotion with illuminating properties to give your face a healthy glow. Skin looks radiant, even without makeup.

- Helps diminish the appearance of fine lines and wrinkles in just 7 days.*
- Clinically tested to show that skin looks more glowing and feels softer and smoother in just seven days.**
- Clinically shown to double skin's moisture for eight hours.***
- No added parabens. Dermatologist tested.



* Tested on subjects measured by visual expert grading on intervals of two, four and seven days.

** Clinically tested on subjects for skin roughness measured by Visioscan and Reverse Photo Engineering at intervals of zero, seven and 42 days.

*** Tested on subjects, measuring skin moisture levels at eight-hour intervals. Skin of 100% of subjects showed double the moisture levels over baseline after eight hours.

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Step 5 Moisturise

SPF30 Protective Moisturiser

Long-lasting moisturiser leaves skin smooth and soft.
Provides broad spectrum UVA/UVB protection.

- Helps diminish the appearance of fine lines and wrinkles in just 7 days.*
- Double skin's moisture over eight hours.**
- Tests show that skin looks more glowing and feels softer and smoother in just seven days.***
- Provide broad spectrum UVA/UVB protection.
- Dermatologist tested.



* Clinically tested on subjects for skin roughness measured by Visioscan and Reverse Photo Engineering at intervals of zero, seven and 42 days.

** Tested on subjects measuring skin moisture levels at eight-hour intervals. Skin of 100% of subjects showed double the moisture levels over baseline after eight hours

*** Tested on subjects measured by visual expert grading on intervals of four and seven days. On average, a 46% difference was observed on subjects skin, across the various parameters measured.

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Step 5 Moisturise

Replenishing Night Cream

This rich, luxurious cream helps deliver much needed moisture to the skin at night. Long-term hydration allows you to awaken with softer, smoother skin.

- Helps diminishes the appearance of fine lines and wrinkles in just 7 days.*
- Provides noticeable improvement of overall skin complexion and luminosity in just 7 days.**
- Clinically tested to show skin's moisture is doubled for eight hours.***
- No added parabens. Dermatologist tested.



* Clinically tested on subjects for skin roughness measured by Visioscan and Reverse Photo Engineering at intervals of zero, seven and 42 days.

** Tested on subjects for smoothness, softness, glow, radiance and luminosity measured by visual expert grading at intervals of two, four and seven days.

*** Tested on subjects, measuring skin moisture levels at eight-hour intervals. Skin of 100% of subjects showed double the moisture levels over baseline after eight hours.

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Basic Product Kit

The Basic Program Includes Soothing Aloe Cleanser or Polishing Citrus Cleanser; Energizing Herbal Toner, Daily Glow Moisturizer, Replenishing Night Cream



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Advanced Product Kit

The Advanced Program Includes the Basic program plus the following products: Line Minimizing Serum, Firming Eye Gel, Hydrating Eye Cream



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Ultimate Product Kit

The Ultimate Program Includes the Advanced program plus the following products: Purifying Mint Clay Mask, Instant Reveal Berry Scrub



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DEMO Product Kit

The Full Product Range



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Results Kit



- Mini Soothing Aloe Cleanser 50ml
- Mini Daily Glow Moisturiser 15ml
- Mini Replenishing Night Cream 15ml
- Firming Eye Gel Packette – 2 x 2ml
- Hydrating Eye Cream Packette – 2 x 2ml
- SKU 0867

- **Can I use if I have sensitive skin?**

Yes, but we would recommend conducting a patch test on the inside of your elbow crease to test how the product reacts to your skin. You can also consult your local doctor or dermatologist for more advise.

- **What happens if I get a reaction with the products?**

If you do get a reaction to any of our products, we suggest that you stop using the product, then contact Herbalife directly.

- **Can I use if I have a nut allergy?**

Different people have different levels of nut allergens and some people are sensitive to topical applications. Some of our products have macadamia seed oil and coconut in the ingredients. Please refer to the SKIN brochure or labels to see which products have nuts in them. If in any doubt please consult your doctor/dermatologist.

- **Have the SKIN products been tested on animals?**

All Herbalife SKIN products and ingredients have not been tested on animals. All SKIN packaging bears a symbol of the bunny with a line through, which indicates that the product is not tested on animals



- **Can I use Herbalife SKIN products daily?**

Herbalife SKIN products are formulated to be used as per the regime chart. Please refer to the regime charts or directions for use on the product packaging.

- **Who can use Herbalife SKIN products?**

Herbalife SKIN products are suitable for both women and men of all skin types. Anyone with a skin condition should consult with their doctor or dermatologist prior to using the product.

- **What do the numbers mean on the products labels?**

The numbers represent the regime steps so 1- Cleanse, 2-Tone, 3-Treat, 4-Target and 5-Moisturise. We put the numbers on the labels to help you and customers to remember the sequence to follow when using the Herbalife SKIN products for best results.

- **Why are we discontinuing the Nourifusion and Skin Activator lines?**

The new SKIN line offers the latest technology, science and claims leading to results in just 7 days. Customers can easily switch from the old lines to the new SKIN line.

- **What does ABCE Technology mean in SKIN?**

ABCE technology is the term we use for the unique blend of vitamins and botanicals used in the product formulas. The vitamins and botanical used have been expertly selected for the their skin benefits. A for Aloe. B for vitamin B3 (Nicotinamide form). C for Vitamin C. E for Vitamin E.

- **What does ABCE Technology mean in SKIN?**

ABCE technology is the term we use for the unique blend of vitamins and botanicals used in the product formulas. The vitamins and botanical used have been expertly selected for the their skin benefits. A for Aloe. B for vitamin B3 (Nicotinamide form). C for Vitamin C. E for Vitamin E.

- **Why does the spf contain parabens ?**

In order to produce a high quality competitive formula. Parabens are added to preserve the spf properties.

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How to build your skincare business



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Skincare EMEA – 2013



\$16.4
Billion*

*Data Source Euromonitor 2014

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Facial Skin care EMEA Market YOY growth



\$22.6

Billion sales in
EMEA by 2018

*Data Source Euromonitor 2014

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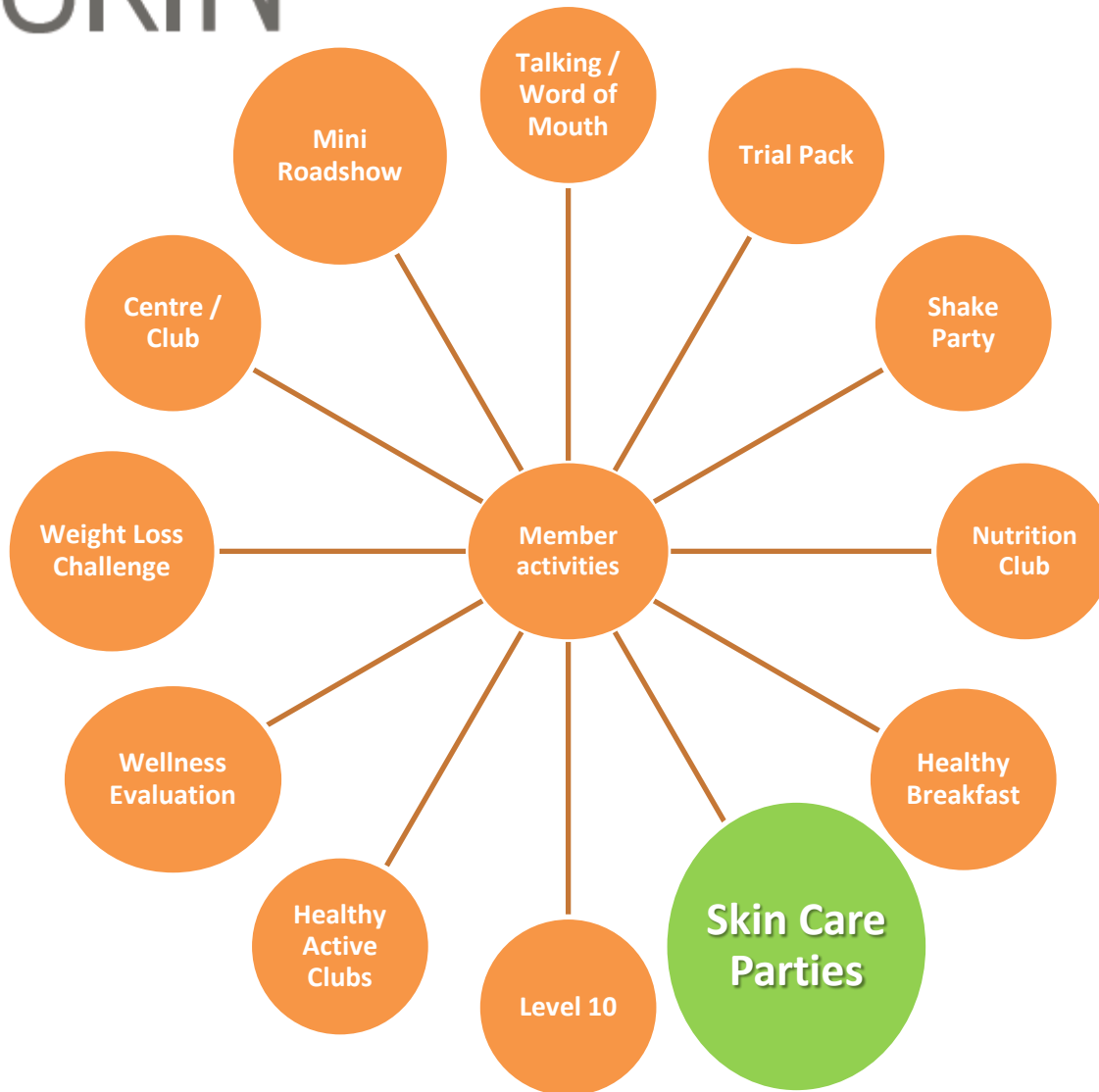
Building your Skincare Business

Selling Skin care can be fun and easy, there are many different ways to sell skincare

SKIN Care parties are fun, friendly environments where customers can experience and learn about our Outer Nutrition products.

- Demo Kits
- Results kit – Sampling
- One to One Personal Consultation
- Business tools / Training support

Skin Care Parties – What are they?



- Currently, Herbalife Independent Members have a variety of methods that help them attract new customers
- Skin Care Parties are one of the ways that you may wish to add to your daily routine. **They are fun, friendly environments where customers can experience and learn about our Outer Nutrition products.**
- Do not stop doing anything that is already successful



Skin Care Parties help you reach a new market PLUS add to your existing customers program

1. Attracting new customers:

It may be easier to engage a potential new customer by pitching a Skin Care solution rather than a Healthy Active Lifestyle solution if:

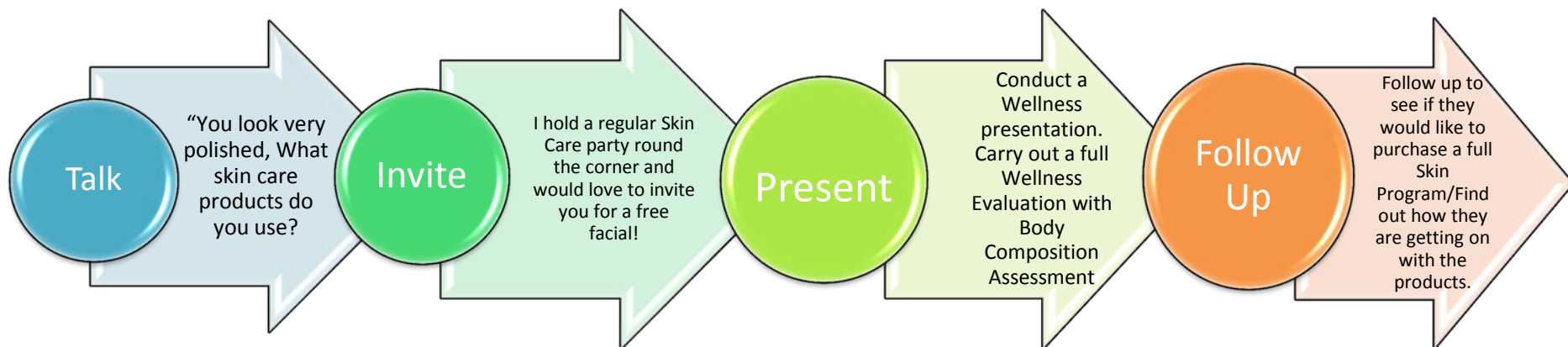
They look fit and clearly work out already

They are well groomed and you perceive them to be interested in skin care

2. Reward Existing Customers:

Skin Care Parties are a great way of REWARDING your existing customers for reaching one of their Healthy Active Lifestyle goals, while at the same time, educating them on the importance of combining good inner and outer nutrition for optimum all round results.

Attracting new customers



1. **TALK** – You have 15 seconds to engage a prospect.
 - a. Tell them - recognise how they look, pay a compliment, "You look very groomed"
 - b. Qualify them – "Do you have a skin care routine?", "What skin care products do you use?"
2. **INVITE** – Invite them for a free facial at your Skin Care Party. Tell them to bring a friend (this is an easy way of generating referrals).
 - a. Conduct a **Skin Wellness Evaluation** at your party. **Demonstrate the products with a view to selling them a Skin Care set, either the 7 Day Trial or the full set.**
 - b. Talk about the importance of combining inner and outer nutrition. Wear your 'Lose Weight, Ask Me How' button. **Give them a shake to try.**
 - c. Make a follow up appointment at your Centre for a **Wellness Presentation** and full **Wellness Evaluation** including **Body Composition** assessment.
3. **PRESENT** – At the follow up appointment, conduct the **Wellness Presentation**. Then carry out a full **Wellness Evaluation** with **Body Composition Assessment**. **Sell them a nutrition program.**
4. **FOLLOW UP/REFERRALS** – It's important to follow up for both after sale and prospect. Always ask for Referrals.

Rewarding Existing customers



- 1. TALK** – Congratulate your customer on their great results
- 2. INVITE** – As a reward, offer them a free facial at their home or at your Centre. Invite them to bring a friend to share in the celebration. This is an easy way of generating referrals.
- 3. SKIN CARE PARTY** – Demonstrate the products.
Educate on the importance of inner and outer nutrition.
Conduct a **Skin Wellness Evaluation**.
Ask for referrals
Offer a personalised Skin Care program to compliment their nutrition program
- 4. Follow Up** – Follow up to see if they would like to purchase a program, or to find out how they are getting on with the products and are achieving results. **Ask for referrals.**

How to conduct a Skin Care Party: The basics

- ✓ Introduce yourself
- ✓ Teach your guests the importance of good Skin Care
 - Factors that lead to skin aging such as pollution, unprotected sun exposure, bad habits (e.g., smoking, drinking) and poor diet.
- ✓ Educate on the importance of good inner and outer nutrition
- ✓ Conduct a Skin Wellness Evaluation
 - Help your customers fill out their Skin Wellness Evaluation and determine the appropriate product mix for them. This personalises the experience right from the start!
- ✓ Demonstrate the products
 - During the Spa Party your job is to guide customers through the process of applying products, not to apply products for the customers.
- ✓ Conduct Free Facial

Setting up your Skin Care Party venue

The key to success is to create an inviting, spa like experience with great attention to detail. The following ideas have been implemented with proven success:

- ✓ Relaxing music playing upon arrival
- ✓ Soft lighting
- ✓ Beautiful, coordinated tables with table cloths, towels, flowers, candles, potpourri, healthy snacks.
- ✓ Herbalife “cocktails” offered upon arrival
- ✓ Beautiful product display
- ✓ Drinks stations with water pitchers containing sliced oranges or cucumbers
- ✓ Light scented candles



Key tips for demonstrating product

- ✓ Demonstrate the products on the back of your hand.
- ✓ Select the appropriate product based on skin type.
- ✓ Invite the customers to use the product.
- ✓ Talk about the unique ingredients in each of the products.
- ✓ Ask participants to apply moisturizer using the 5- dot method (a dab of product on your forehead, nose, both cheeks and chin) and gently massage into the face and throat.



Ask For Referrals!

During or at the end of your party, you can ask:

- ✓ “Do you know anyone who would like to receive a free facial?”
- ✓ “Do you know anyone who might be interested in hosting their own Herbalife Skin Care Party?”
- ✓ Give your guests an Invitation/Referral Card so they can give them to friends and family.
- ✓ Ask them to provide you with their contact information and follow up within 48 hours

Best Practices



- ✓ Always look smart and presentable
- ✓
Use the products yourself
- ✓
Smile! The more fun your customers have, the more they will want to purchase product, give you referrals and Host an Outer Nutrition Spa Party for you.
- ✓
Encourage participation – Let customers touch and smell the products.
- ✓
Use warm and friendly body language. No crossed arms!
- ✓
Be confident! Love the products and their quality. If you believe in the products, your customers will too.
- ✓
“Assume the sale.” Talk about the products as if your customers have already purchased them.

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Skin care parties in action



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Marketing Materials

Challenge Yourself to Healthier Looking Skin

Reveal, radiant, smoother younger
looking skin in 7 days*

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Intelligent Skin Nutrition

With our expert blend of nourishing vitamins
and botanicals our formulas are clinically tested
to provide you with optimum results.



*Results applicable to Line Minimizing Serum, Replenishing Night Cream, Daily Glow Moisturizer, SPF 30 Protective Moisturizer, Hydrating Eye Cream and Firming Eye Gel.

Target 7 signs of
ageing in 7 days

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The Anti-ageing Serum



- Clinically tested to reduce the common signs of ageing after 7 days*
- Reduces the appearance of fine lines and wrinkles
- Increase skins firmness & elasticity
- Evens skin tone
- Smoothes and softens
- Restores radiance and glow

Exclusively formulated with:
Vitamin B₅, antioxidant Vitamins C and E and
Aloe Vera, Chestnut seed extract, Peptide.

Intelligent Skin Nutrition
Results in 7 Days.

With our expert blend of vitamins
and botanicals our formulas are
clinically tested to provide you
with optimum results.



*Based on studies showing an increase in skin firmness, 50% of 120% in skin firmness, 50% of 120% in skin firmness, 50% of 120% in skin firmness.

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Marketing Materials



HERBALIFE
SKIN

Intelligent Skin Nutrition
Results in 7 Days.*



With our expert blend of vitamins and botanicals our formulas are clinically tested to provide you with optimum results.

*Results apply to: Use Moisturizing Cream, Hydrating Night Cream, Daily Skin Renewal, SPF 15 Face Moisturizer, Hydrating Eye Cream and Tinted SPF 15.

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Daily Skin Nutrition
Results in 7 Days.

With our expert blend of nourishing vitamins and botanicals our formulas are clinically tested to provide you with maximum results.

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Business Tools

Nutrition Club / Club de Nutrition

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7 Day Skin Care Challenge Business Flow



The Tools You Need

CONVERSATION STARTERS BUTTONS/FLYERS

THE MINI RESULTS KIT



- Mini Soothing Aloe Cleanser
- Mini Daily Glow Moisturiser
- Mini Replenishing Night Cream
- Hydrating Eye Cream Duo Packette
- Firming Eye Gel Duo Packette

BUTTON



You're invited to take part in the
7 Day Skin Care Challenge!

Clinically Proven Results just in 7 Days*

- Reduce the appearance of fine lines and wrinkles
- Increase skins elasticity
- Double skins moisture
- Improve skin firmness
- Enjoy softer, smoother more radiant skin

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*Results applicable to Line Minimising Serum, Replenishing Night Cream, Daily Glow Moisturiser, Hydrating Eye Cream, Polishing Citrus Cleanser and Purifying Mint Clay Mask.

THE BUSINESS 'FLOW'

- **Step 1 : BUTTON 'TALK'**
 - Simply wear the 7 day skin care challenge button to start the conversation.
 - 'what's this 7 day skincare challenge?' 'Want a free skin evaluation?'
 - Our new skin care range is clinically proven to get results in 7 days.
 - "wow sounds great!"
- **STEP 2 : INVITE : Would you like to book in for a consultation to hear more about it?**
 - "Yes please".
 - Book your client in for one to one skin evaluation.
- **STEP 3 : PRESENT skincare evaluation & mini results kit SALE.**
 - Use the simple skincare questionnaire and sell them the new Trial Pack (the customer gets to try the new skincare line with just a few products and get a great result)
- **STEP 4 : FOLLOW UP**
 - Between 7-10 days later follow up and book them into a group environment
- **STEP 5 : GROUP SETTING & FULL PROGRAMME SALE**
 - At the group setting – they get to hear testimonials, they get to try scrubs, masks, all the products in the range.
 - You get to present them the full line up and close the sale with the full kit .
 - IMPORTANT : At the party/group setting - make sure you wear your other badge ie Lose Weight Now! Ask Me How! And serve some shakes!
- **STEP 6 : MORE FOLLOW UP! : GET REFERRALS, BOOK THEM IN FOR 3 DAY WEIGHTLOSS TRIAL ETC**

Business Flow Results Kit



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Share your SKIN story!

