

How To Make a Sale:

Once you begin receiving replies from your 100 list (or if you are communicating via phone call or in person) it is important to know how to guide the conversation in order to close the sale. Here we will outline the important steps and questions to ask in order to get somebody started on their program.

Step 1:

Have you ever taken Herbalife before?

In Herbalife we have a very strong code of ethics. If somebody has taken Herbalife before we should encourage them to go back to their coach. If somebody was once an Herbalife member (Preferred Member or Distributor) they must wait 12 months (from the date their membership ends) in order to sign up with someone else. If you have any questions regarding how to approach someone who has taken Herbalife before or has been a member, contact your Sponsor.

IF they have **NOT** taken Herbalife before:

Step 2:

To give you a little background, Herbalife is a premier nutrition company that has been around for 39 years. Our products are created and backed up by the best scientists and doctors, with one of them being a Nobel prize winner for medicine (the only nutrition company with such recognition). Most importantly though, at least to me, is the fact that they have worked for me and those around me. Insert Results! Mind telling me what your goal is?

Goal- Lose Weight:

Step 3:

To lose weight I recommend replacing 2 meals a day with our shake. As well as consuming the Herbalife tea with aloe twice a day as well. With this combination you will lose weight, feel great and have more energy! The plan is not to only consume shakes and teas, of course, you will also receive:

- Meal Plan
- Workouts
- Support Group Chat
- 1 on 1 Coaching

How does this sound?

Step 4:

Okay great! So in order to get started go onto my website: xxxxxxx.goherbalife.com and create a FREE customer account. Let me know once you have completed the account creation so that I can send you how to order.

Step 5:

- In this step you'll want to work around their budget.
 - Ideally, they should order a Weight Loss Package (you will create this): 2 Formula 1 shakes, 1 Protein Drink Mix 840g, 1 Tea 3.6 oz and 1 Aloe Pint.
 - However, if this plan exceeds their budget, they can start with a F1 Combo: 1 Formula 1 shake, 1 Protein Drink Mix 616g, 1 Tea 1.8 oz and 1 Aloe Pint.
- When setting up your GoHerbalife website you can create a Product Combo.
- F1 Combo is a preset option from Herbalife which you simply have to switch to **On**.
- Create the Weight Loss Package by selecting 2 Formula 1 shakes (i.e. French Vanilla and Cookies N Cream), Protein Drink Mix Vanilla 840g, 1 3.6 oz Tea and Mango Aloe Pint.

Perfect. To order, login to your account and purchase the (Booster Program or F1 Combo). Please send me a picture of your order confirmation so that I can send you your support materials and add you to our group chat.

Goal- Gain Muscle:

Step 3:

To gain muscle I recommend 3 Herbalife shakes a day- one as you breakfast, and the other 2 along with lunch and dinner. These shakes are loaded with vitamins, nutrients, minerals and protein. They are delicious and will help you gain muscle in a healthy way and increase weight in the right places. You will also receive:

-Meal Plan

-Workouts

-Support Group Chat

-1 on 1 Coaching

How does this sound?

Step 4:

Okay great! So in order to get started go onto my website: xxxxxxxx.goherbalife.com and create a FREE customer account. Let me know once you have completed the account creation so that I can send you how to order.

Step 5:

- For this step you'll want to create a Muscle Gain Package on GoHerbalife.
- Include: 2 Formula 1 Sport shake, 1 Protein Drink Mix 840g.

Perfect. To order, login to your account and purchase the Muscle Gain Package. Please send me a picture of your order confirmation so that I can send you your support materials and add you to our group chat.

Goal- More Energy:

Step 3:

To gain more energy I recommend consuming tea, aloe and Liftoff twice a day, even three times if necessary. The combination of these 3 products make up what we call a "Mega Tea." Not only will you improve your energy, but the tea will provide antioxidants to keep you healthy, you will burn fat, the aloe will help with your digestive system, and Liftoff will support brain function to keep you focused and alert. Along with your product program you will receive:

- Meal Plan
 - Workouts
 - Support Group Chat
 - 1 on 1 Coaching
- How does this sound?

Step 4:

Okay great! So in order to get started go onto my website: xxxxxxx.goherbalife.com and create a FREE customer account. Let me know once you have completed the account creation so that I can send you how to order.

Step 5:

Perfect. To order:

1. Log into your account.
2. Click on *Shop Categories*.
3. Select *Energy & Fitness*.
4. Click on *Energy*.
5. Select 1 of the *Liftoff* flavors.
6. Select 1 of the *1.8oz teas*.
7. Go back to *Shop Categories* and select *Specialized Nutrition*.
8. Click *Digestive Health*.
9. Order 1 *Aloe Concentrate Pint*.

Please send me a picture of your order confirmation so that I can send you your support materials and add you to our group chat.