

Packaging Your Herbalife Story:

Use this script to guide you in packaging your Herbalife story/testimony. In this business, our testimony is key to closing a sale and generating interest in the products we offer.

1. a) Before I started Herbalife. Share 3 things; for example:
 - i. I had poor eating habits, weighed ___ pounds and wore a size ___.
 - ii. I was overweight, lacked energy, and going to the gym without seeing any results.
 - iii. I was a broke college student, I weighed ___ lbs and I lacked energy.
2. How you found Herbalife and what motivated you to begin.
3. Your results so far. Share 3 things; for example:
 - i. I started using Herbalife products in combination with healthy eating and exercise, and now I feel more energized, I have lost ___ pounds and ___ sizes.
4. How you feel about the future (where you are heading to). For example:
 - i. My goal now is to lose another ___ pounds and I know it's possible.
 - ii. Now that I have lost the weight, I am going to focus on toning up with the Herbalife24 line.

Example Script:

Hi. My name is Juan. Before I started Herbalife, I was a broke college student, I weighed over 400 lbs and I lacked energy. I found Herbalife thanks to a coworker who shared his results with me. So far, I have been able to lose over 200 lbs, my energy is through the roof and I have extra income in my pocket thanks to sharing my story with others. My goal is continue helping others while continuing to improve on my own results.

Income Success- Use this script if you are only sharing income success (not including product success)

1. Where you are from and background info (jobs)
 - i. Before I started Herbalife I was a _____ (job).
2. Why you decided to start Herbalife and first month income.

- i. I started selling Herbalife products because _____. In my first month working the business (part time/full time), I made \$_____.
3. Current earnings and/or what you have been able to do with Herbalife income.
- i. My Herbalife earnings have enable (me or family) to _____.
4. Where you are heading. For example:
- i. My next goal is to be able to _____ with my Herbalife income.

Example script:

Hi. My name is Federico. Before I started Herbalife I was a sales representative at a bicycle company. I decided to begin the Herbalife business in order to make an extra \$500 a month. My first month working the business part time I made an extra \$250. Currently, my Herbalife earnings have enabled me to build a business while traveling the world and having time freedom. My next goal is to be able to retire my parents with my Herbalife income.