**The Button Response Lose Weight Now, Ask Me How**

Prospect asks, **“How do I lose weight?”** You respond with:

1. Are you serious about losing weight?
   1. Yes – Great!
   2. No–Ok, well if you ever run into or know of anyone who wants to lose weight, gain energy, or make some extra money per month working part-time, then have them give me a call. I would really appreciate it! (give them your biz card/phone #)
2. How much weight would you like to lose?

a. Whatever their response (be a good listener) – “No problem, I can help you with that!”

1. What have you tried to lose weight before?
2. **Why didn’t it work for you?**

a. This is vital, because no matter what they say, we have the proper solution- our amazing Herbalife product line, combined with personalized health coaching.

1. Well, if I could show you a way where you could lose your \_\_\_\_ lbs and it \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ (flip around why their past diets haven’t worked), would you be interested?
2. Tell testimony, and see if they have time to talk about the product right now; otherwise, give your business card, **collect their telephone #,** schedule them in to discuss the products (and offer samples if you are willing) and a Wellness Evaluation.