



Use, Wear, Talk

Using the Products Is Easy

- Set wellness goals for yourself.
- Review the Product Catalog with your sponsor to learn about benefits of all the products.
- Build a personalized plan to help achieve your wellness goal.
- Use Herbalife® snacks to help get you through the day.
- Look for products for which you can substitute a comparable Herbalife® product.

How This Helps You... and Your Business

- Look and feel your best.
- Maintain your health and well-being.
- Achieve visible results that you can share with others.
- Create your own success story.
- Talk to people about the products and opportunity with ease.
- Wear the button with pride.

Be a product of the products.

Wear It Everyday

Wearing the button and branded apparel is a proven way to get people interested in Herbalife® products and business opportunity.

Why You Should Wear

Wearing the Herbalife button and apparel:

- Offers an easy, low-cost way to advertise your business.
- Starts a conversation with prospective customers.
- Builds your business even when you're not "working."
- Gets people around you interested in the products and business opportunity.
- Increases awareness of the brand.

Great Ways to Wear

- Wear the button.
- Wear Herbalife promotional apparel.
- Put an Herbalife sign on your car.
- Display Herbalife-branded accessories.
- Carry Herbalife business cards, flyers and before/after photos.
- Keep product samples handy.

"Wear"-ever, Whenever

With all of the great ways to wear the brand, you'll be prepared with Herbalife-branded items for every occasion. Develop your own personal style and stick with what works for you.

Talk To People

Inspire others with your success story. Explain how you have benefited from the products and business opportunity. Show people how they can improve their health and financial future with Herbalife. Ask for referrals.

The Power of Talk

There's no better way to get the word out about Herbalife's products and business opportunity than by sharing your own story and inspiring others! The more you talk to people:

- The more natural it becomes.
- The more success you'll have.

- The more fun you'll have with your business.

Talk to Everyone

Don't assume someone won't be interested. Sometimes the best customers and Distributors come from the most unlikely prospects. Show excitement and energy. Enthusiasm is contagious!

Start With Your Circle of Influence

Write down a list of everyone you know and talk to them about Herbalife. When they show interest, ask them for referrals. The list below will help you get started with your personal Circle of Influence:

- Family members
- Friends
- Neighbors
- Coworkers

People:

- You worship with
- On your holiday list
- In your cell phone directory
- In your IM list
- From your health club
- You know through your parents
- You know through your children
- You know through your spouse
- You met at school
- You met on vacation
- You know in other states
- You know in other countries
- Accountant
- Bank clerk
- Cashiers
- Children's caretakers

- Children's teachers
- Delivery people
- Dental care professionals
- Dry cleaner
- Furniture dealer
- Gardener
- Hairdresser
- Health care professionals
- Insurance agent
- Landlord
- Lawyer
- Mail carrier
- Massage therapist
- Mechanic
- Party planner
- Personal shopper
- Pharmacist
- Repair people
- Sports buddies
- Tax preparer
- Travel agent
- Veterinarian
- Yoga partners