

What to Send Your List of Contacts:

As a new distributor, one of the best methods of operation to start getting clients right away is by inviting your contacts to join one of our amazing online Healthy Lifestyle Challenges. Below is a template script to utilize when messaging the contacts on your list (minimum 100 people) about getting started with you as their coach. Please note that these are not set in stone and you can make edits to match your personality/style.

(ALREADY EXISTING CONTACT – Warm Lead)

Your Message:

Hey there (name of person)! How are you? I hope all is well. I just joined a great online health and fitness community that is fun, inspiring and has helped me get amazing results. I thought you might enjoy it too! They have an upcoming 21 Day Challenge that includes: Personal 1 on 1 Coaching, Meal Plan Tips, Healthy Recipes, Customized Workouts and Motivation Support Chat!! Message me back if you are interested and I will send you the info. I hope you will join me, and we can do this together!

(NEW/RECENTLY ADDED CONTACT – Cold Lead)

Your Message:

Hey there (name of person)! How are you? Thank you so much for following/adding me, I hope you're doing well. I just joined a great online health and fitness community that is fun, inspiring and has helped me get amazing results. I thought you might enjoy it too! They have an upcoming 21 Day Challenge that includes: Personal 1 on 1 Coaching, Meal Plan Tips, Healthy Recipes, Customized Workouts and Motivation Support Chat!! Message me back if you are interested and I will send you the info. I hope you will join me, and we can do this together

If the lead says YES >>>

Ok awesome! To help you get a better idea of how the challenge works, I'm going to send you a quick awesome video that describes the program. I'll text you in a few minutes to see what you think.

If the lead says NO >>>

Ok no problem. I really appreciate you taking the time out to read my message and thank you again for responding (OR adding/following me). Let me know if you ever change your mind and I'd be happy to help you when you're ready.

(AFTER LEAD WATCHES VIDEO)

Your Message:

Are you in? (wait for response)

THEN SAY...

Great! So our next challenge starts on (INSERT START DATE). Now that you know a little bit more about it, are you ready to get signed up?

If the lead says YES >>>

Ok perfect! Signing up is super easy and you can do it right from your phone or computer. All you have to do is head to my online website, create a FREE profile, and then order one of the AMAZING **Lean & Fit** programs (Basic, Advanced, or Ultimate) I have created. These programs are what I personally use and I just know they are going to help you get amazing results too! They also come complete with a 30 DAY Money Back Guarantee if you're not satisfied, but trust me you will love it!. Once you order the program and I get an email confirmation, you'll be enrolled into the challenge and will be eligible to win cash prizes and giveaways. May I send you the link to order your program?

If the lead says NO >>>

Ok I totally understand. Just a heads up, if you're unsure about the price or time commitment, I also offer a 3 Day Healthy Lifestyle Challenge for UNDER \$20 that gives you the chance to try the full program and get fast results in just three days! It comes with six meals and you get to experience the challenge first hand to see what it's like. Does that sound like something you'd want to do instead?

(AFTER LEAD DECIDES PROGRAM OPTION)

If the lead says YES to 28-Day Challenge >>>

Ok great! Here is the link to get your program, (insert goerbalife website link here).

Once you create a profile and login, go to the Product Combos section under the menu options and select one of the three **Lean & Fit** (Basic, Advanced, or

Ultimate) Programs, then select check out. If you have questions about any of the products/programs before you order, just message me and I will get back to you right away.

If the lead says YES to 3-Day Challenge >>>

Ok great! Here is the link to get your 3 Day Trial, (insert goherbalife website link here).

After you create a profile and login, type in "3 Day Trial" in the search bar and the product will come up. Then all you have to do is add it to your cart and check out like normal. Super easy! After that I'll be in contact with you to help you get ready to start the trial. And please let me know if you have any questions at all I'm here to help.

If the lead says NO to 3-Day Challenge >>>

All right no worries. Again thank you so much for taking the time to chat with me and I hope the rest of your day goes well. Let me know if anything changes ok? Talk soon!

HELPFUL NOTES:

- If the lead is having trouble ordering online themselves, you may also opt to have the customer pay you directly through any of the approved payment methods we accept (Paypal, Venmo, CashApp, Zelle) and then you can place their order through your account on myherbalife.com. But you **MUST HAVE** their shipping address and email/phone number to complete the transaction this way.
- Customers may also want to change the product flavor options from what you have selected as the default in the Product Combos on your GoHerbalife website. Reassure them that they can change the flavors to whatever they want directly on the GoHerbalife site (and/or walk them through it you need to).
- A customer can only enter either the private Facebook group AND/OR Telegram group chat upon confirmation and receipt of their product order. This is required for cash prize eligibility and enrollment in the challenge.