

Online Wellness Profile Scripts

Once you have booked an Online WP:

With Herbalife we help people lose weight, gain weight, increase energy and feel better with good nutrition! I am excited to help you reach your goals!

Simply go to my website www.WEBSITE.com and click the blue button "start my profile". It's just a few quick questions and once that is complete, I will contact you to share your numbers and give you your FREE meal plan.

They completed the WP online:

Ok great! I have your #s! Can I give you a call to discuss?

(We recommend talking with the person as soon as you can because when you hear each other's voices you will create a relationship sooner. However – this can be done via text, video chat, or video.)

Whether it's text, talk, or video.... here is the retail presentation script:

Based on your Wellness Profile – your target #s are ____ grams of protein in ____ calories to lose weight. The challenge in the American Diet is to get that much protein in that few of calories to lose weight. We have a simple way to help you do that with Herbalife!

The weight loss program is 2 shakes a day with 1 healthy meal and 1-2 snacks in between. It's super simple and you WILL NOT be hungry because you will be hitting those protein #s!

Insert your story here

Example: I used our Quickstart Program and went from a size 12 to a size 6 in 7 weeks! It is AWESOME!!!

We have 3 programs to choose from

Quickstart Program - FAST

The Quickstart Program is our FAST program which includes our Core Nutrition (Formulas 1, 2, 3) plus a calorie-burning tea. The Formula 1 Healthy Meal shake is the perfect meal taken twice a day – each shake gives you 1500 calories worth of nutrition in a 200-calorie shake. Formula 2 multivitamins give you all of the micronutrients your body needs, and Formula 3 Cell Activator helps with the absorption of those nutrients to the cellular level. You get 30 delicious shakes AND it also comes with 30 servings of our metabolism boosting tea which gives you AMAZING energy. Each glass burns 80 calories just by drinking it!

Advanced Program - FASTER

The Advanced Program is our FASTER program. It is the Quickstart Program PLUS TOTAL CONTROL to totally control your appetite, increase energy, and target stubborn belly fat and CELLULOSS to get rid of water retention and cellulite!

Ultimate Program - FASTEST

The Ultimate Program is the FASTEST! It is the Advanced Program PLUS AMINOGEN (we call this “a mini gym”) to build more lean muscle and SNACK DEFENSE to defend against late night snack attacks! If you get carb-cravings and munchies – Snack Defense is awesome!

All of the programs include 30 shakes, 30 teas, and 30 days of tablets. The totals for the programs are:

Quickstart \$___

Advanced \$___

Ultimate \$___

(be sure to quote FULL PRICE including tax and S&H)

Which program sounds like it would be the best for you?

Once they have picked their program – close with the following:

- Help them select a F1 flavor
- Tell them about Protein Drink Mix as an option for making their shakes
Collect their \$\$ (cash, Venmo, Propay, etc....)
- Give them their product instructions sheet and shake recipes
- Order their products as a “Customer Direct” order or give them the products from your retail inventory. If you are using retail inventory - be sure to document that sale
- Add them to your client group and invite them to join your challenges
- Start your impeccable Follow Up

If they are not ready to start a full program – offer a 3 Day Trial Pack to start:

Great – we also have a 3-day trial pack which includes 6 of our Cookies & Cream shake packets and 6 servings of our metabolism boosting tea. It is just \$20. Would you like to give that a try to start?