

# HERBALIFE NUTRITION

*Changing People's Lives*



# Who We Are And What We Do

- We are: Personal Wellness Coaches
- We provide the following services for our clients:
  - FREE Wellness Profile
  - Suggestions for improving eating habits
  - Assistance with weight management, energy & sports performance
  - Accountability and 1-on-1 support
  - Guidance on developing a healthy active lifestyle
  - Solid plans for achieving great RESULTS!



# Wellness Profile

1. What are your health goals? (eg: nutrition, fitness, energy, weight loss or weight gain)

\*Discuss details with Client: Goals (ex: How many kilograms would you like to lose/gain?)

2. What have you tried before and why did it not work for you?

3. Do you eat 3 meals a day? (yes or no)

\*If No, which meal (s) do you skip?

\* Discuss details with Client : What is your typical day of Breakfast/Lunch/Dinner you have!

4. Do you snack? If yes, what do you snack on?

5. How many times during the week do you eat out?

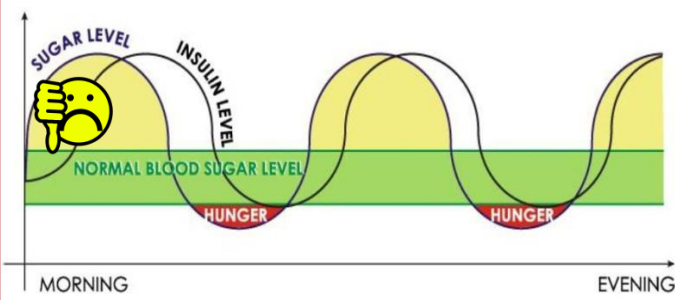
6. How much water do you drink during the day?

7. When are you most tired?

8. When are you most hungry?

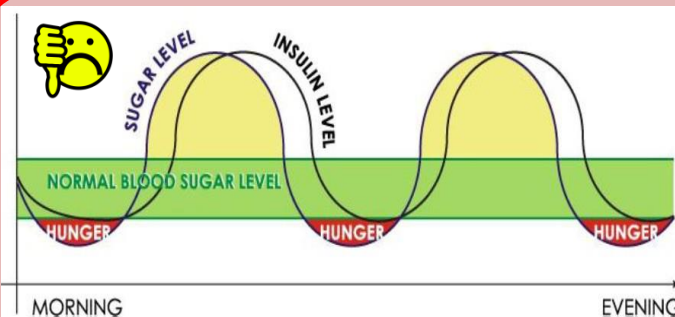


# Why Your Breakfast Is Important!



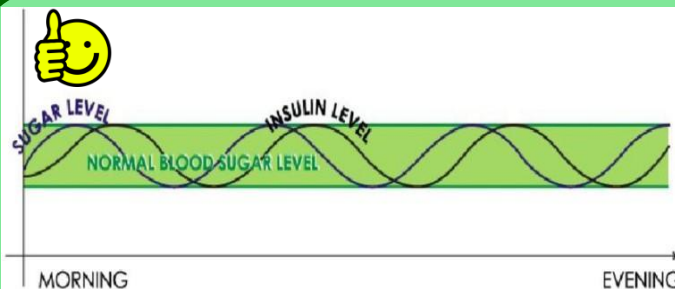
## “Carbs-based breakfast = more fat”

In the morning, simple carbohydrates (fruit, cereals, rice, toasts, etc.) cause an immediate increase of your blood sugar level which results in the body compensating for the extra sugar load. Sugar in excess of energy needs is converted and stored as **fat**. The result is a decreased level of blood sugar and a hunger for more carbs. This cycle repeats itself 2-3 more times during the day.



## “Skipping breakfast = more fat”

When you skip breakfast, blood sugar drops below the normal level, you experience cravings for food and a drop in energy. You are then tempted to eat simple carbohydrates to achieve quick energy. Simple carbs will increase your blood sugar level. The body compensates for the extra sugar load and the excess sugar turns into **fat**. This cycle repeats itself 2-3 more times during the day.



## “Balanced protein-based breakfast = less fat”

A protein-based breakfast such as a Formula 1 Healthy Meal, supplies your body with all 114 vital nutrients and energy while keeping your blood sugar level stable. It helps to avoid dependence on sugar-laden carbs during the day. In this way, appetite stays under control, cravings for carbs (snacks, chocolate, rice, junk, soft drinks, etc.) diminish and the body uses some of its own stored fats to get more energy.

# We Provide A Healthy Meal Replacement

Includes protein, fibre and essential nutrients to support weight management and overall good health!





# What Is Your Body Fat Goal?



3 - 4%

6 - 7%

10 - 12%



10-12%

15-17%

20-22%



15%

20%

25%



25%

30%

35%



30%

35%

40%



40%

45%

50%

Image by Pixgood

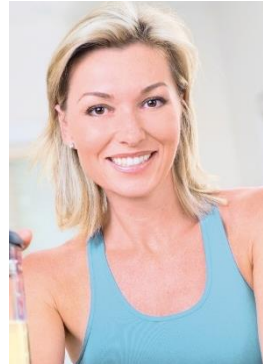
# Who can use these PRODUCTS? Everybody!



**Mature**



**Family**



**Female**



**Male**



**Children**



**Sporty**



**Pregnant**



**Stressed**



**Excess Fat**



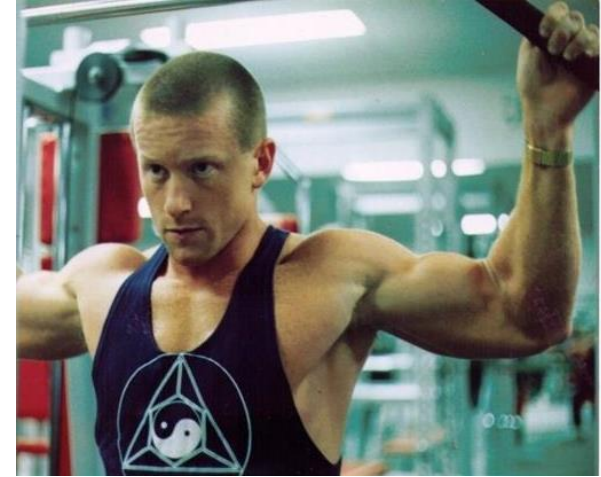
**Elite Athletes**



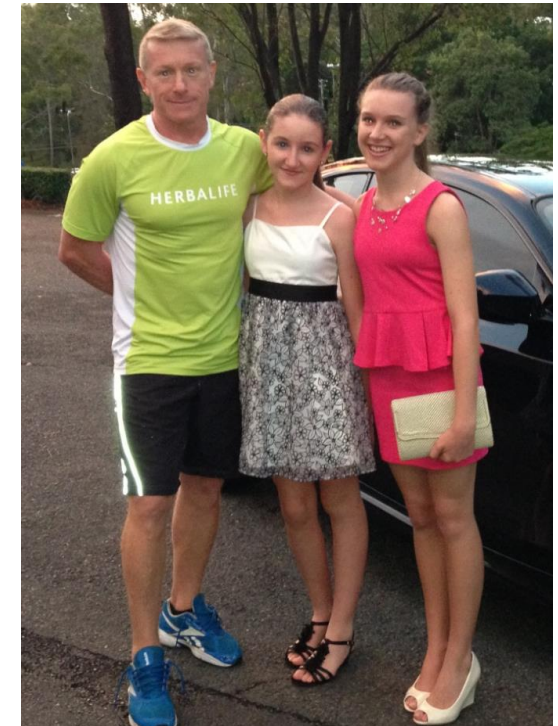
# Brad, Lisa & the Girls



Lisa at age 48, over 14 years of great health using Herbalife Nutrition



Brad a client at age 28yrs old for Sports and Bodybuilding, now at age 53 over 25 years of great health using Herbalife Nutrition... and 2 healthy Herbalife girls.





# Weight Loss Results



Thea lost 29kgs + 130cm



Ellen has lost **56kgs**



**36kgs Down So Far!**



**Joy Aarii**



Emma lost 15kgs so far



Jordan down 20kgs,  
15% of Body Fat melted!

Sarah Before & After 19kgs lost



Individual results will vary



# Mums & Bubs Results



Liz pre-pregnancy weight in 4days



Steph pre-pregnancy weight easily!



Joana NOW 3 kids



Amy lost 15kg & 95cm Gone !!



Amy 2 kids



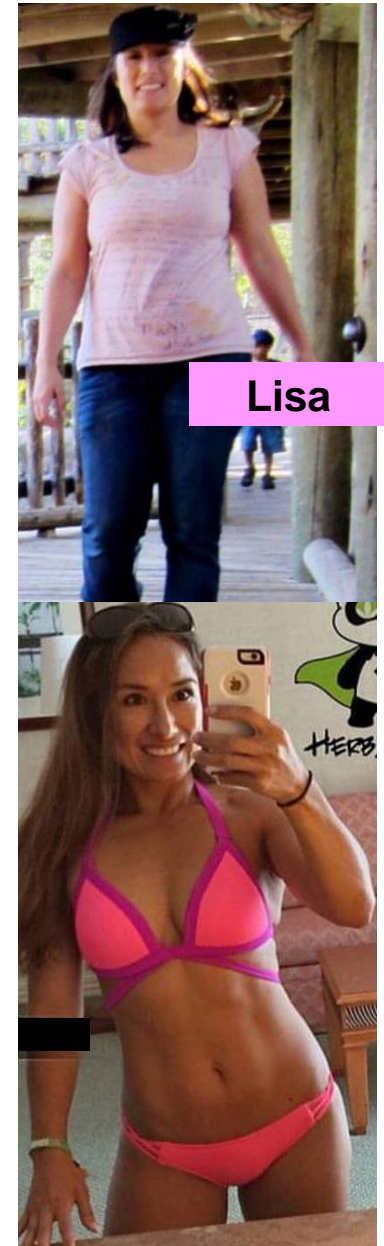
# Health & Sports Results



Shaylee, 8kgs dropped & toned up



Julian dropped 12kgs,  
Gained 13kgs of Muscle!





# Amazing SKIN Results



**Psoriasis 23 years gone !**



**Adult Acne - GONE !!**





# The Parra Family

Lupe

Joe

Gracie

John



33kgs

41kgs

59kgs

23kgs



**That is 155.5kgs dropped by just one family!!!**

# Get Your 3-Day Trial Pack

## Includes:

- Instructions
- Snack List
- Meal Options

We Love Referrals!

Receive \$5 off for each referral that purchases a 3-Day Trial!



3 Day trial  
**\$25**

6 Healthy Meal Replacement Shakes  
6 serves of our Instant Herbal Beverage which stimulates metabolism and increase alertness\*

\*6 Formula 1 + 6 Serves Fat Burning Energy Beverage

[www.3daytrial2day.com](http://www.3daytrial2day.com)



# What is your budget?

What do you spend on...

Breakfast

\_\_\_\_\_

Lunch

\_\_\_\_\_

Drinks

\_\_\_\_\_

Snacks

\_\_\_\_\_

Total

\_\_\_\_\_

a day

x 30 =

\_\_\_\_\_

a month

# Setting Up Your Day 4 Appointment

We will be reviewing your 3-day results and profile

- **Weight**
- **Body Scan**
- **Measurements**



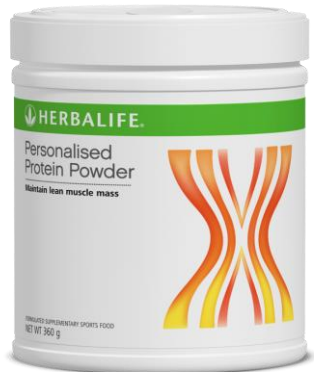


# Lean & Fit Program



## Formula 1 Healthy Meal Nutritional Shake Mix

- A healthy meal with up to 21 vitamins, minerals and essential nutrients\*
- 9 g protein and healthy fiber for weight management\*
- No Cholesterol\*
- No Trans Fats\*



## Protein Powder

- 5 g (1 scoop)
- 10 g (2 scoops)
- 60 servings
- Non flavour. Mixes with everything



## Herbal Beverage

- Fat Burning
- Boost Metabolism
- Anti-Oxidants
- Increases Stamina

***Includes 60 Formula 1 Healthy Meals & Fat Burning Energy Beverage***



# Lean & Fit Program

## Lean & Fit Fast Program

includes all Lean & Fit Products Plus:

- **Formula 2 Multivitamin:** Helps support the immune system, Promotes healthy bones, skin & hair\*
- **Herbal Aloe:** Soothes the stomach, supports healthy digestion, relieves occasional indigestion, supports nutrient absorption & intestinal health\*



## Lean & Fit Ultimate Program

includes all Lean & Fit Fast Program Products Plus:

- **Probiotic:** 4 billion good bacteria/Helps maintain optimal health\*
- **Cell-U-Loss:** Formulated for healthy elimination of water, fluid balance, cellulite
- **Natures Raw Guarana (NRG):** Boosts energy & mental alertness & provides an invigorating lift while balanced your energy levels.
- **Active Fibre Complex:** Promotes regularity for your digestive system & digestive health & allows for regular bowel movements.



# Additional Enhancers & Snacks

## Protein Snacks



- ✓ 15 grams of high quality whey protein\*
- ✓ 20 calories per serving\*
- ✓ 0 Sugar\*



- ✓ Rich, chewy bars satisfy hunger & energy\*
- ✓ Protein build lean muscle\*
- ✓ Essential vitamins and 10 g of protein per serve\*

## Digestive Health



- ✓ Soothes the stomach\*
- ✓ Supports healthy digestion\*
- ✓ Relieves occasional indigestion\*
- ✓ Supports nutrient absorption and intestinal health\*

## Fat Loss

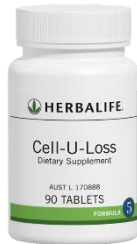


- ✓ A combination of Chitosan and Fenugreek\*
- ✓ Chitosan works by binding to unhealthy fats and oils in the stomach and aids elimination\*
- ✓ Fenugreek works so you are likely to eat less & feel full longer without cravings\*

## Enhancers & Targeted Nutrition



- ✓ 4 Billion good bacteria/maintain optimal health
- ✓ Friendly bacteria assist with easy bowel movements
- ✓ Helps maintain healthy digestive function \*



- ✓ Supports fluid balance & water circulation & electrolyte balance in your body
- ✓ Helps accelerate centimetre loss
- ✓ Helps maintain the appearance of healthy-looking skin\*



- ✓ Increases your mental alertness
- ✓ May help to boost vitality and provide an invigorating lift
- ✓ Balances the energy levels.\*



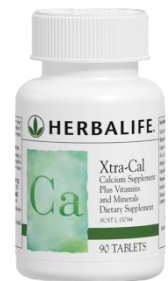
- ✓ Keeps your immune system strong & healthy all year long
- ✓ Antioxidant & Free radical scavenger
- ✓ Supports liver function\*



- ✓ Supports muscle relaxation & restful sleep
- ✓ Relieve nervous tension, stress and mild anxiety
- ✓ Aids in relief of pre-menstrual symptoms
- ✓ Acts on alleviating cramps
- ✓ Sport.\*



- ✓ Omega 3-fatty acids promote good health
- ✓ Provide temporary relief for arthritic pain
- ✓ Maintain healthy levels of cholesterol & triglyceride.
- ✓ Essential for proper brain function & immune function
- ✓ Helps to reduce inflammation\*



- ✓ Assists in the prevention and/or treatment of osteoporosis
- ✓ Includes Vitamin D & minerals for better calcium absorption
- ✓ Provides calcium for strong healthy bones.\*

**Congratulations  
on  
Getting Started!**





# HERBALIFE NUTRITION

# HERBALIFE INTERNATIONAL



- **35 + YEARS**
- **90 + COUNTRIES**
- **List on the NYSE**
- **\$7.1 BILLION USD – Retail Sales 2016**
- **In 2016, over 1.75 Billion servings of our Formula 1 Healthy Meal**



# OUR LEADERSHIP

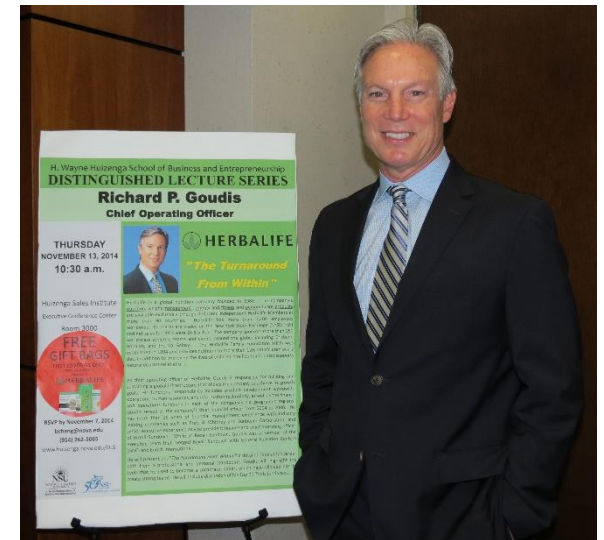
**Rich Goudis**  
**Chief Executive Officer**

**Overseen by a 410% growth in Herbalife in the last 10 years**

**Created a Global Recognised BRAND**

**Biggest Sports Sponsorship Alignments**

**RICH GOUDIS**  
CHIEF EXECUTIVE OFFICER



 **HERBALIFE**

- Former President of Disney International
- Accomplished Tri-Athlete

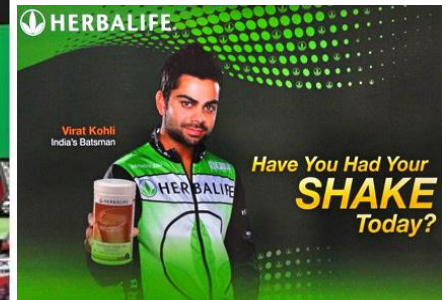


**Michael O. Johnson - Chairman of the Board**

# Herbalife Sponsored Athletes & Events



**OVER**  
**120**  
Sponsored Athletes



**52**  
Sponsored Teams

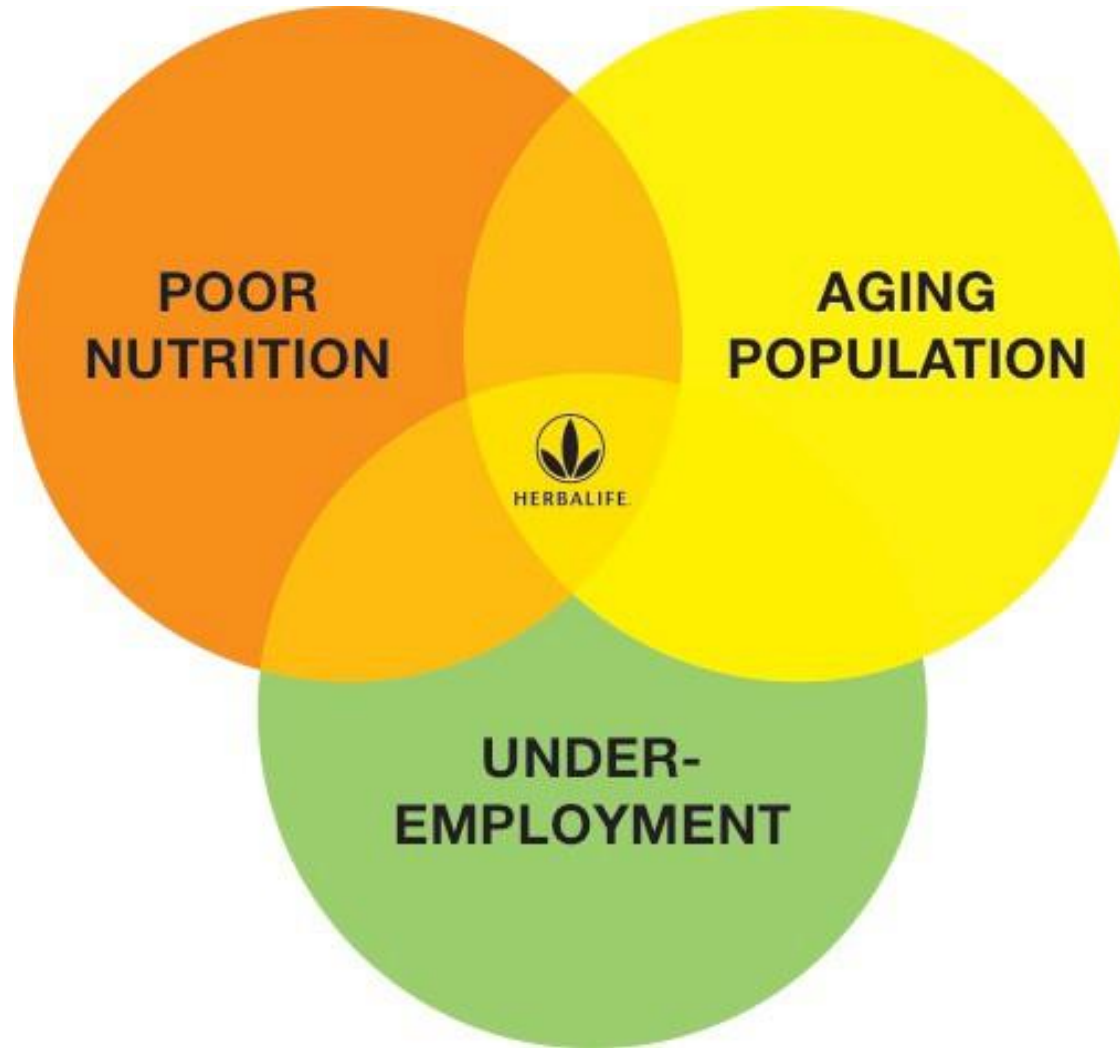


**45**  
Sponsored Events





# 3 Global Megatrends Create Financial Opportunity



# MARKET PLACE



OF THE POPULATION  
IN AUSTRALIA AND  
NEW ZEALAND ARE  
OVERWEIGHT OR OBESE

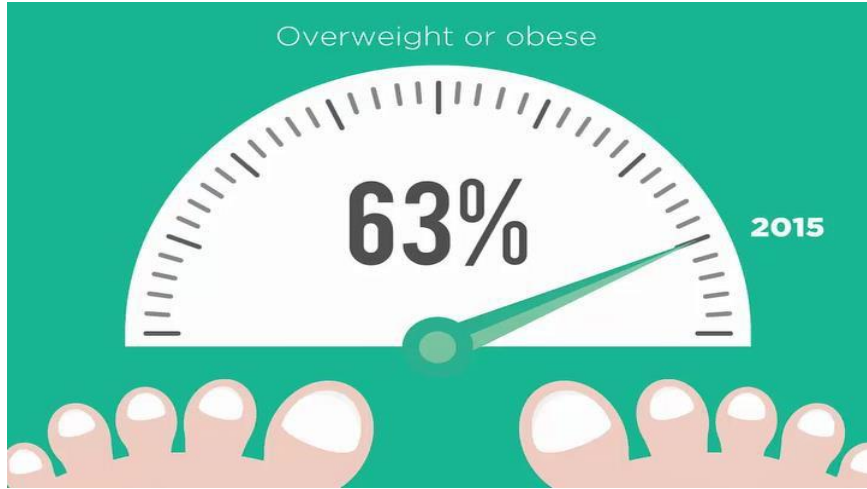


AUSTRALIA IS THE 4<sup>TH</sup> LARGEST SPORTS  
NUTRITION MARKET IN THE WORLD



# INDUSTRY STATISTIC ON OBESITY

National average in Australia, 2016



## MARKET PLACE

SALES OF WEIGHT MANAGEMENT AND WELL-BEING

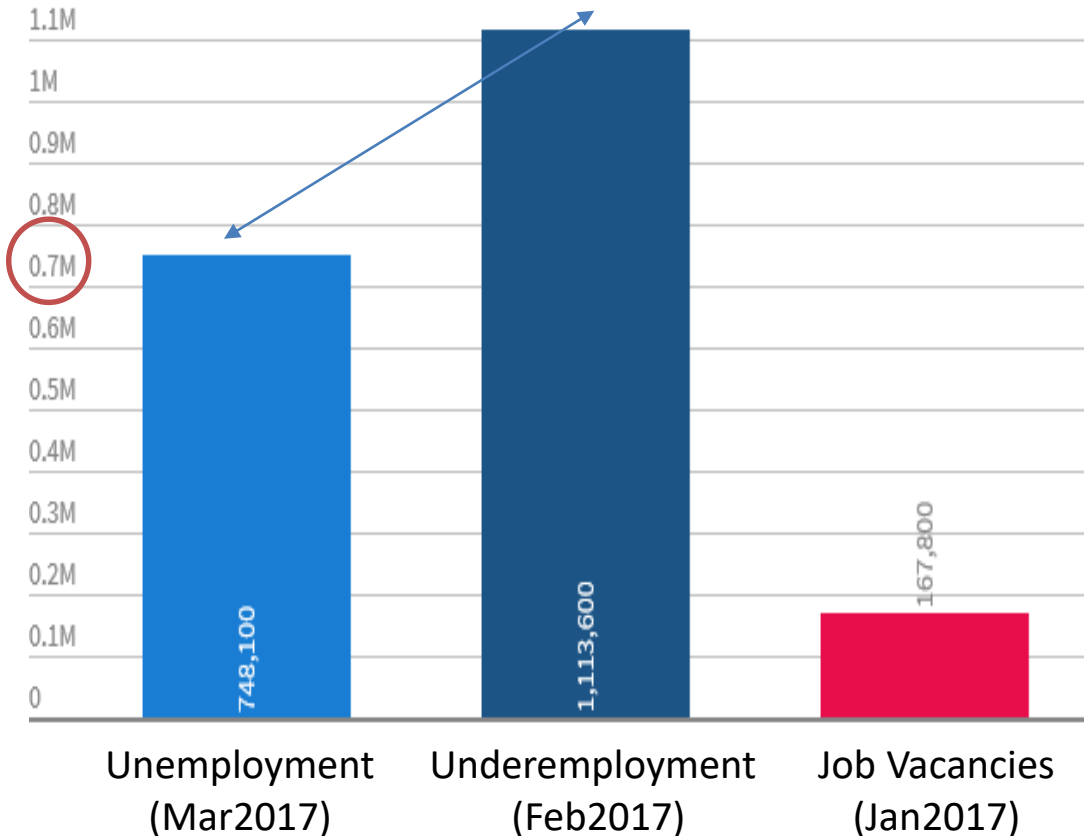


# UNDEREMPLOYMENT



## Unemployment Figures VS Under-Employment

**748,100**  
People within  
Australia are  
Unemployed



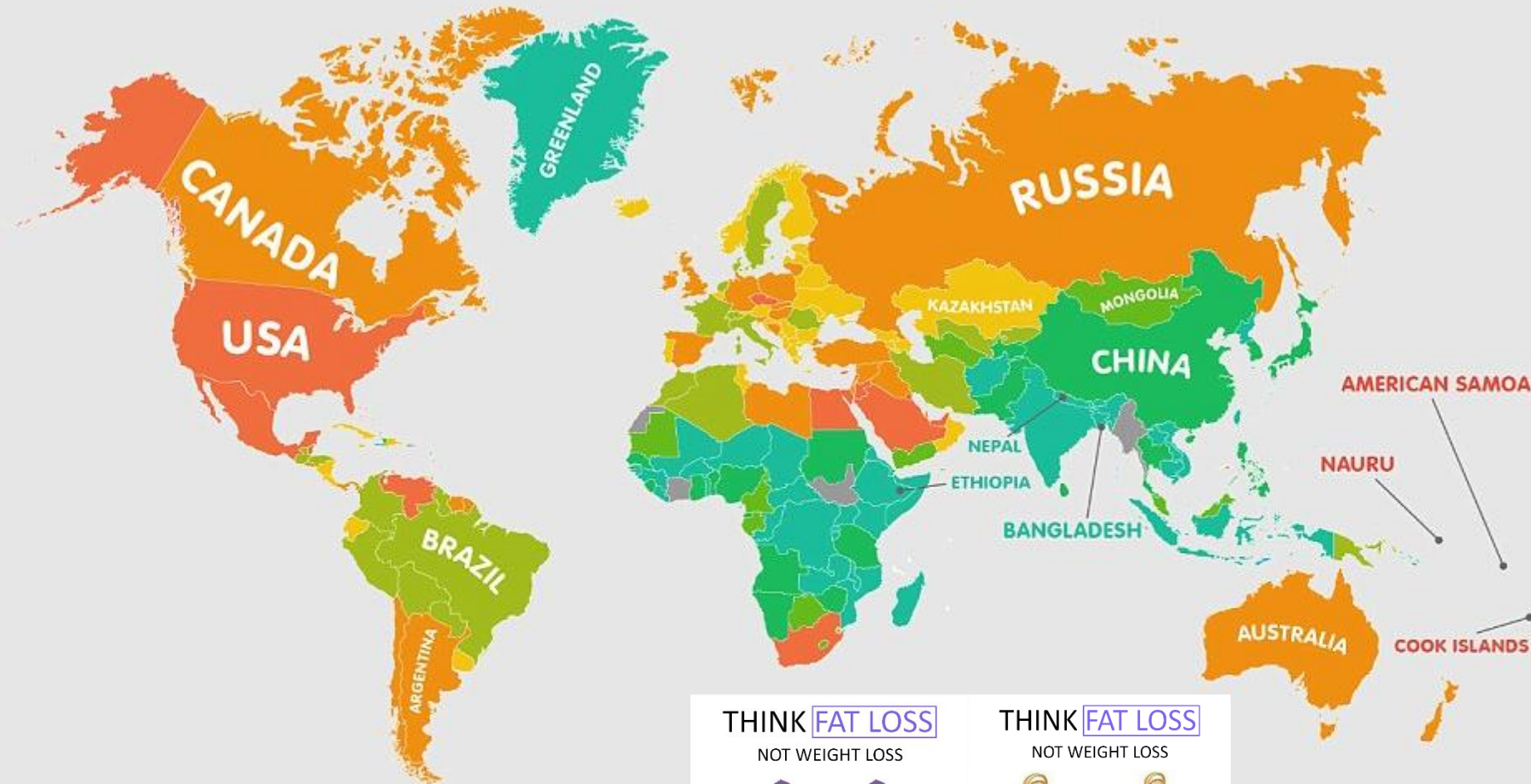
## YOUTH UNEMPLOYMENT

Youth Unemployment 2016	
15-24 year olds	12.2 %

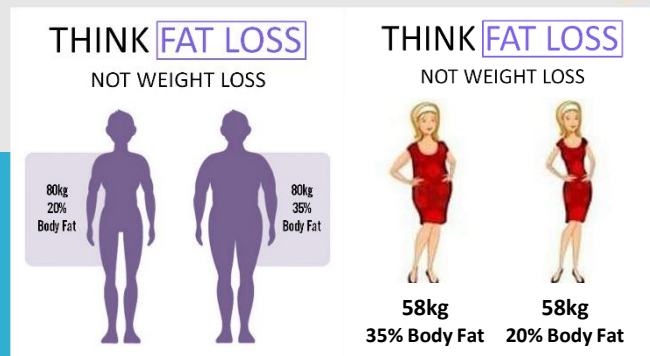
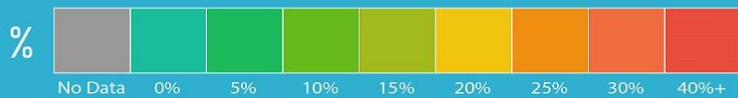
Overall, in early 2016 more than **258,000** young people in the labour market are still unable to find a JOB



# GLOBAL OBESITY SCALE



## The Obesity Scale



# Earn Extra Income

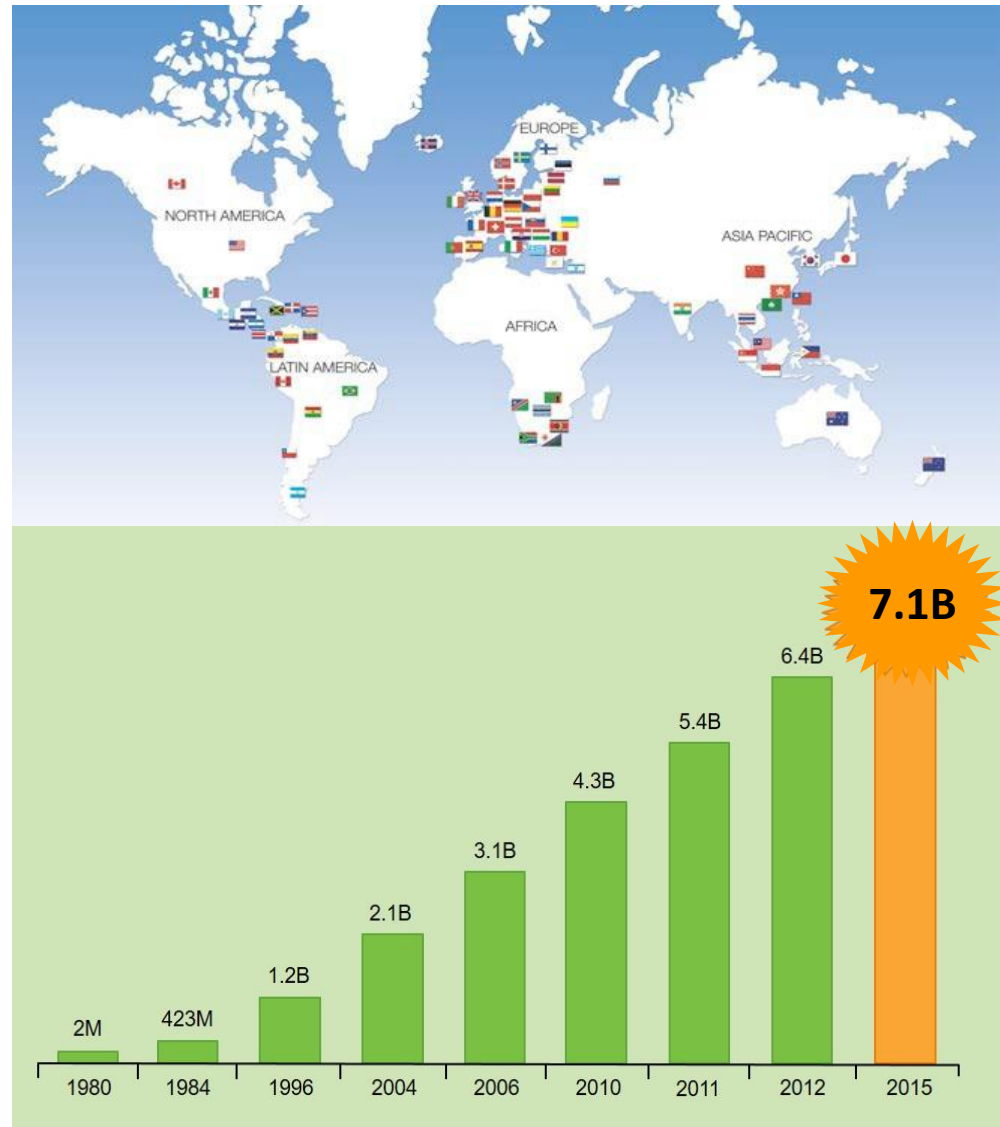
- Work around your own schedule, part-time or full-time.
- Run your own business.
- Spend more time with family and friends.
- Help people lead healthier, more active lives.
- Purchase at wholesale for personal consumption.
- Retail profit potential from 25-50%.

**[www.success2day.biz](http://www.success2day.biz)**

# Your past doesn't determine YOUR FUTURE!

Utilise our Strengths for YOUR  
BENEFIT

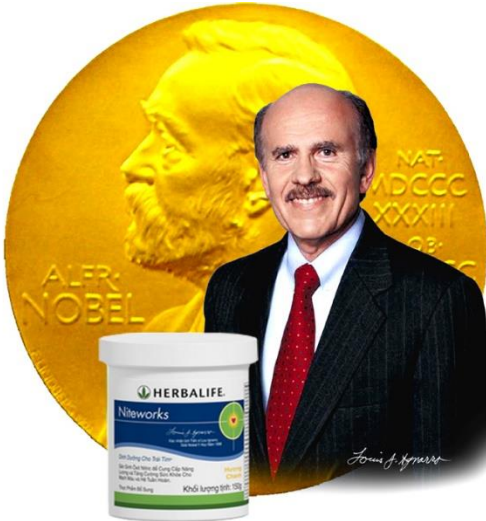
- In Business for over  
**3 DECADES**
- Open in over  
**90 COUNTRIES**
- **Support System** for  
Training & Personal Growth
- Over **\$7.1 Billion** in Retail  
Sales in 2016





# OUR MEDICAL LEADERSHIP

A world-renowned team of nutrition & scientific advisors guide & participate in our product development & testing programs. These experts ensure that all products are of the highest quality & contain the best ingredients. Herbalife also sponsors innovative nutrition research at top universities around the world.



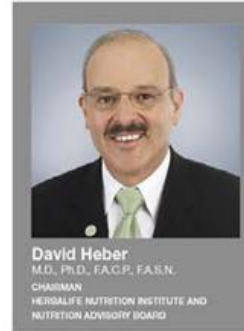
**Dr. Louis Ignarro**  
\*Nobel Laureate



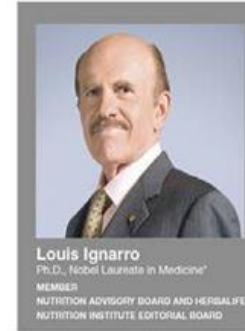
**Dr. Richard Carmona**  
17th Surgeon General of the US  
NOW Herbalife Board Member



**Steve Henig**  
Ph.D.  
CHIEF SCIENTIFIC OFFICER



**David Heber**  
M.D., Ph.D., F.A.C.P., F.A.S.N.  
CHAIRMAN  
HERBALIFE NUTRITION INSTITUTE AND  
NUTRITION ADVISORY BOARD



**Louis Ignarro**  
Ph.D., Nobel Laureate in Medicine\*  
MEMBER  
NUTRITION ADVISORY BOARD AND HERBALIFE  
NUTRITION INSTITUTE EDITORIAL BOARD



**Gary Small**  
M.D.  
NUTRITION ADVISORY BOARD MEMBER  
HERBALIFE NUTRITION INSTITUTE EDITORIAL  
BOARD MEMBER



**Luigi Gratton**  
M.D., M.P.H.  
VICE PRESIDENT NUTRITION EDUCATION  
AND DEVELOPMENT NUTRITION ADVISORY  
BOARD MEMBER



**Vasilios "Bill" Frankos**  
M.S., Ph.D.  
SENIOR VICE PRESIDENT  
GLOBAL REGULATORY COMPLIANCE  
AND PRODUCT SAFETY

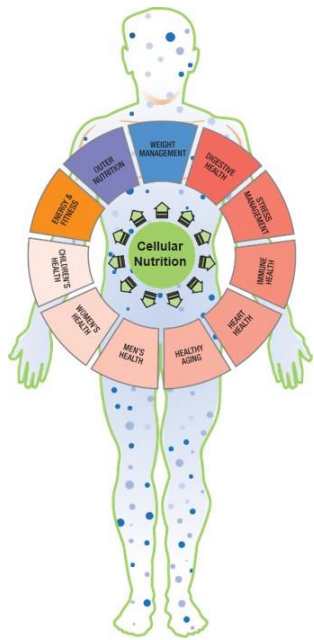


**John Heiss**  
Ph.D.  
SENIOR DIRECTOR  
SPORTS AND FITNESS WORLDWIDE  
PRODUCT MARKETING



**Rocio Medina**  
M.D.  
VICE PRESIDENT, NUTRITION TRAINING  
NUTRITION ADVISORY BOARD  
VICE CHAIRWOMAN

# We offer NUTRITION for a HEALTHY ACTIVE LIFE!



**Globally over 1.75 Billion servings of Formula #1 Healthy Meal were sold in 2016**

Changing people's lives since 1980 using **TOTAL NUTRITION**

- Weight Management
- Targeted Nutrition
  - Digestive Health
  - Heart Health
  - Stress Management
  - Immune Health
  - Women's Health
  - Healthy Aging
  - Men's Health
  - Children's Health
- Energy & Fitness
- Outer Nutrition
- Skin & Hair Nutrition



What makes up a "Healthy Breakfast"? Here are are the 4 Elements:  
**ENERGY – NUTRITIONAL ELEMENTS – WATER – BALANCE**



# SOCIAL MEDIA



# FITNESS CAMP



# SETTING GOALS

<b>URGENT</b> Within 30 Days	<b>SORT OF URGENT</b> Within 60 Days
<b>IMPORTANT &amp; COMING</b> Within 90 Days	<b>NICE IDEA, ONE DAY!</b> 90 Days & Beyond

# SOCIAL EVENTS



# DAILY ACTIVITY

HELP PEOPLE LEAD A HEALTHIER, MORE ACTIVE LIVES LEADING TO THE OPPORTUNITY FOR FINANCIAL GROWTH FOR YOU (SELECT YOUR FAVORITE METHODS BASED ON YOUR STRENGTHS)



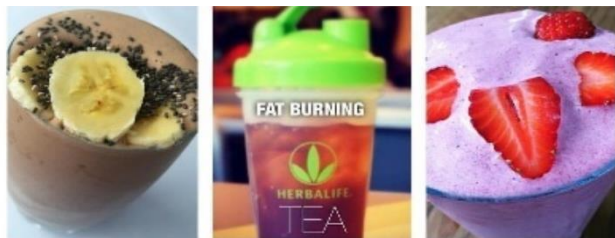
# INVITATIONS FLYERS/ADS



# SHAKE PARTY/ GRAND OPENING



# AMAZING SMOOTHIES





# GREAT PRODUCTS. GREAT OPPORTUNITY!



Business results created over a period of time through our compensation plan. This includes profits from our 3-day trial system, retail profits, wholesale profits, royalties, and bonuses!



**Robbie**

**Food  
Packing  
Clerk  
\$700**

**Irving**

**Personal  
Trainer  
\$1,800**



**Stephanie**



**Teacher  
\$3,839**

**Jon and Bethany**



**Mom & Marketing  
Executive  
\$4,127**

**Jane**



**Stay at Home Single Mom  
\$4,586**

Business results created over a period of time through our compensation plan. This includes profits from our 3-day trial system, retail profits, wholesale profits, royalties, and bonuses!



**Shara**  
**Student & Athlete**  
**over**  
**\$5,000**



**Alexis**  
**Waitress**  
**over**  
**\$10,000**



**Pat and Julie**  
**RN**  
**&**  
**Radiology**  
**over**  
**\$15,000**



**Tim**  
**Personal Trainer**  
**over**  
**\$20,000**

\*The incomes presented are those of persons within the top 1% of Herbalife Members. For additional financial performance data, see the Statement of Average Gross Compensation Paid by Herbalife at [Herbalife.com](http://Herbalife.com) and [MyHerbalife.com.au](http://MyHerbalife.com.au)



# COMPENSATION PLAN for Supervisor at 50%

## Goal Setting Approach

10 Clients on a Lean & Fit Program

## Potential Monthly Income

@ 50% profit = **\$1,400.00**

10 Members\* ordering 2 Lean & Fit Programs

@ 25% discount = **\$1,400.00**

Based on Suggested Retail Price

**TOTAL INCOME** **\$2,800/month = \$33,600/year**

## Goal Setting Approach

If you have the following number of Supervisors duplicating the above production in your first three levels, your potential income including Retail, Wholesale, Royalty Overrides and Production Bonuses will be as follows:

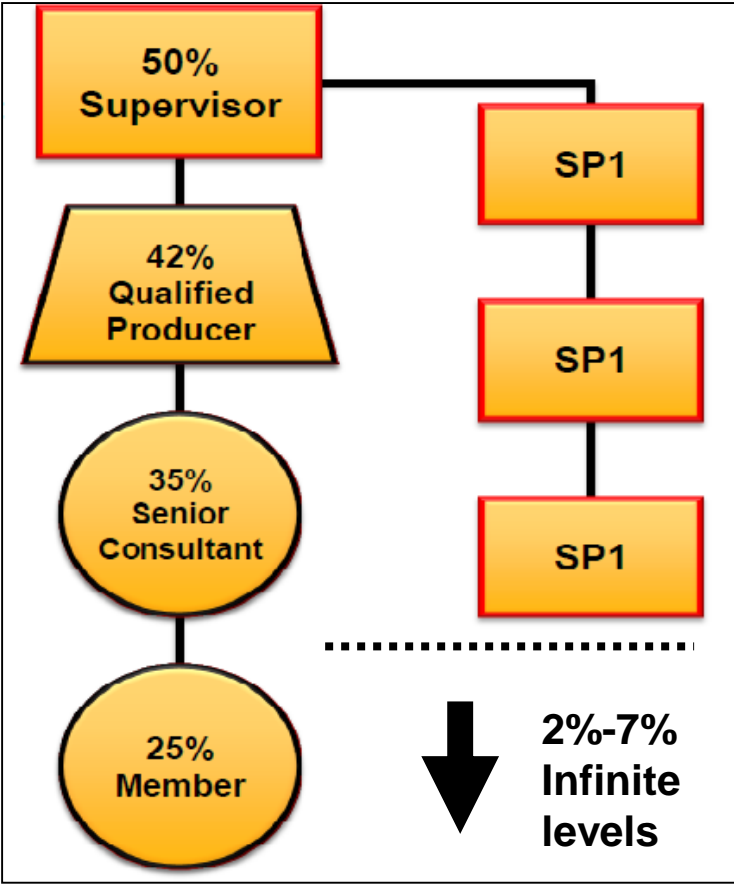
- **5 Supervisors**      **Total Income** **\$4,564/month\*\* = \$54,768/year**
- **10 Supervisors**      **Total Income** **\$7,739/month\*\* = \$92,870/year**

This is an example only. Your individual results may vary.

\*A Member is a person who purchased an Herbalife Member Pack (HMP)

\*\*These incomes are based on a Fully Qualified Global Expansion Team Member

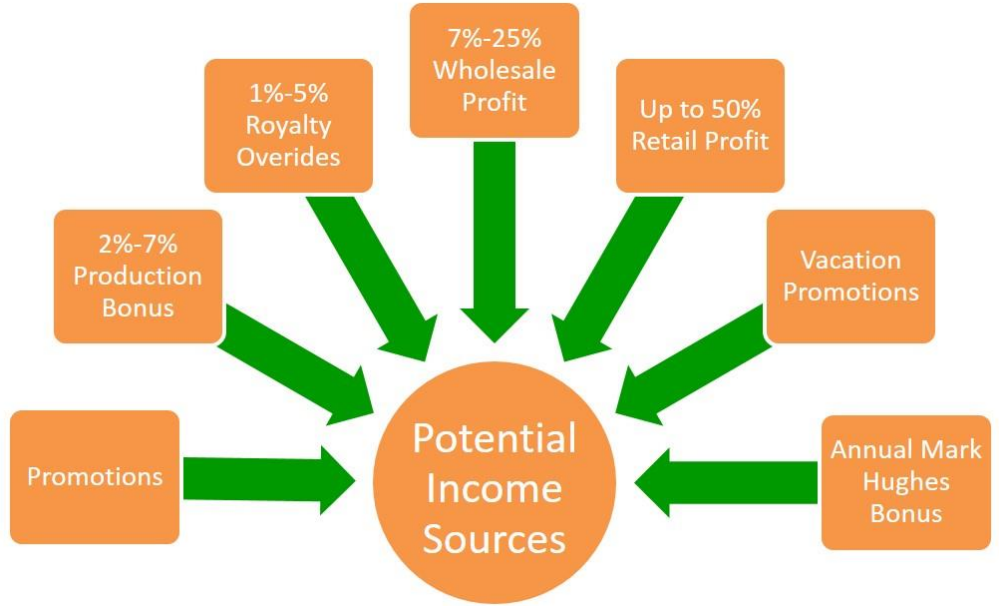
# Herbalife Sales & Marketing Plan



HMP ↑

**Note: All discounts, Royalty Overrides and other bonuses are based on an Earn Base value.**

## Benefits of Supervisor & Above



\*The Production Bonus is earned by eligible members of the TAB Team who meet certain requirements. The Mark Hughes Bonus is distributed annually among the eligible Presidents Team members in recognition of outstanding performance in advancing sales of Herbalife products

# Training and Support Tools

- Monday night live ZOOM webcast trainings
- 24/7 support with Online, Step-by-Step Training Websites & Facebook:

[www.start2day.club](http://www.start2day.club)

[www.success2day.biz](http://www.success2day.biz)

[www.resultsreasy.com](http://www.resultsreasy.com)

[www.coachesonlinebtc.com](http://www.coachesonlinebtc.com)



- 3-Day Trial System
- Online live ZOOM webcast Trainings
- Monthly SUCCESS Training Seminars/ANNUAL Spectacular
- 6-Week Success University (4 times per year)
- Herbalife Spectacular/Extravaganza/Leadership Development Weekend
- Personal coaching from your sponsor and other Company Leaders
- Quarterly Business Training including live workshops
- Be a part of a Multi-Billion Dollar Company that operates in 90+ Countries



We Keep It Simple

- Use the Products
- Wear the Brand
- Talk to People

# Get Started Today

Option A: \$25 to start on your 3-Day Trial Pack

Option B: Purchase your HMP (Herbalife Member Pack) & with a Lean & Fit Mini program @ 25% discount once you get registered & Promote Start kit and 3 Day Trial Pack...

**Business Pack & Product = \$302.40**



# As a MEMBER, you have the opportunity to:



- Use the products.
- Help customers, family and team members use the products.



Daily Methods  
of Operation

- Build clusters of Clients & Members
- Teach other Members to do the same.

# YOUR NEXT STEP



Make a decision on your ultimate goals:

- A) Get started on the products.
  - Look better and feel better
- B) Start part time to supplement your income.
  - Work around your current schedule
- C) Run your business full time.



[www.success2day.biz](http://www.success2day.biz)



# LET'S GET STARTED.



 HERBALIFE.