



**HERBALIFE®**

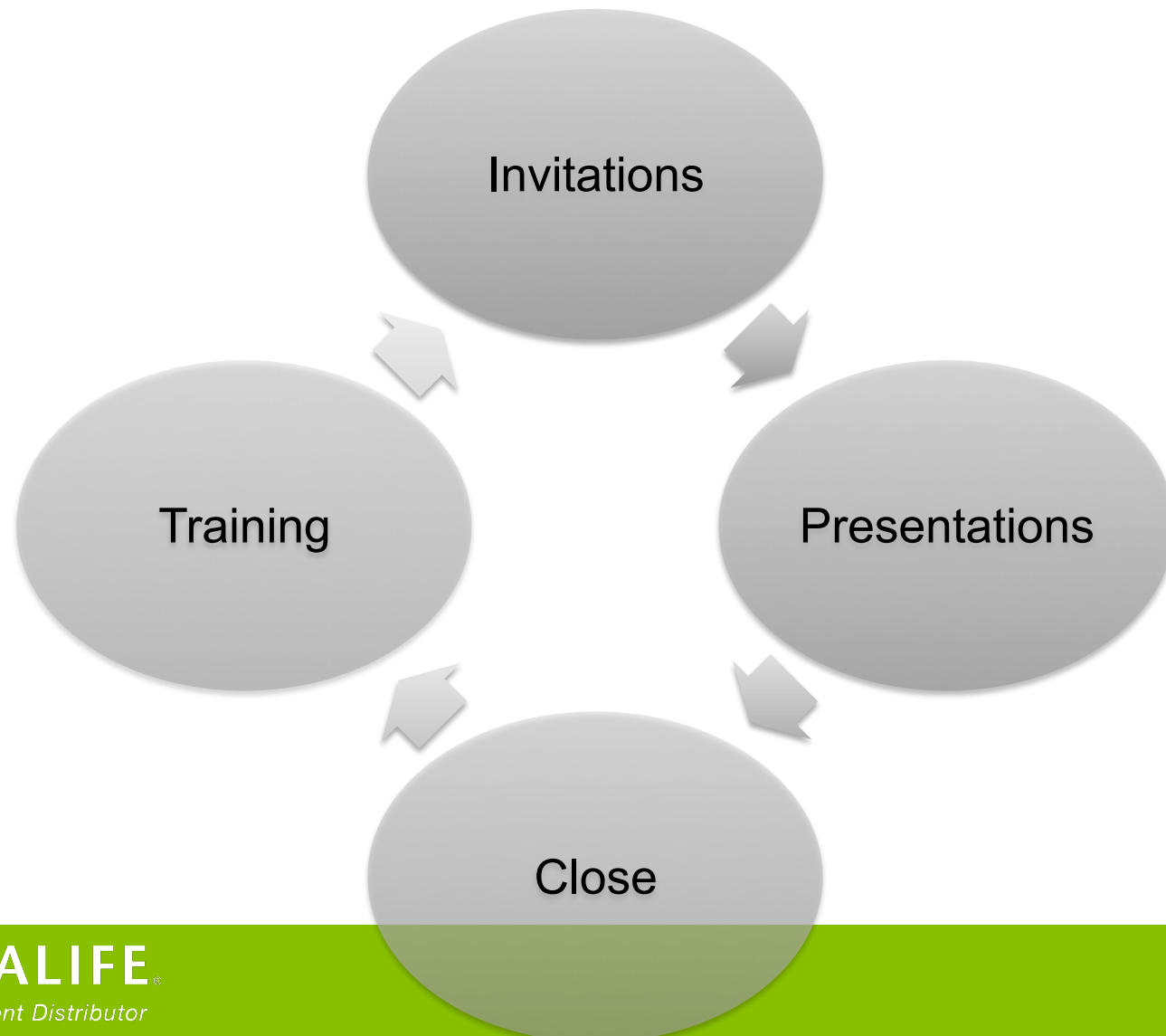
*Independent Distributor*

How to grow a **STRONG** royalty  
check

# Concepts Stay the Same

- To get people into Herbalife
  - Use
  - Wear
  - Talk
- To keep people in Herbalife
  - Teach
  - Mentor
  - Train

# In Product and in Business



# BUILD MODE

What do the numbers look like?

- 10K a month
- 10 IBP's a month
- 2 supervisors a month

How do you achieve this numbers?

- 2 profiles a day (10 a week)
- 2-3 new people at weekly HOM'S

# As a Royalty Builder...

- Why do we retail product?
  - To eventually invite someone to see the business

All of our product DMO's should eventually lead to a business invitation.

# All Roads Lead to an biz invitation



# Presentation

- First time taking a look there are three options to plug someone into
  - [www.groundflooropportunity.biz](http://www.groundflooropportunity.biz)
  - Local HOM
  - Local STS

# Invitation to a Presentation

- Role Play
  - COI
  - WLC
  - Profile

# The Close

- Do you want to start a business or get a discount on your products?
  - Follow Up after the presentation
  - **Teach** them how to sign up
  - If for business, get them on MAC same day

# Step by Step System

- Invitation
- Presentation
- Close
  - IBP and **MAC**

# Step by Step

- Do you want to work part time or full time?
- Do you want to work from a club or from home?
  - Welcome TAB

# Step by Step

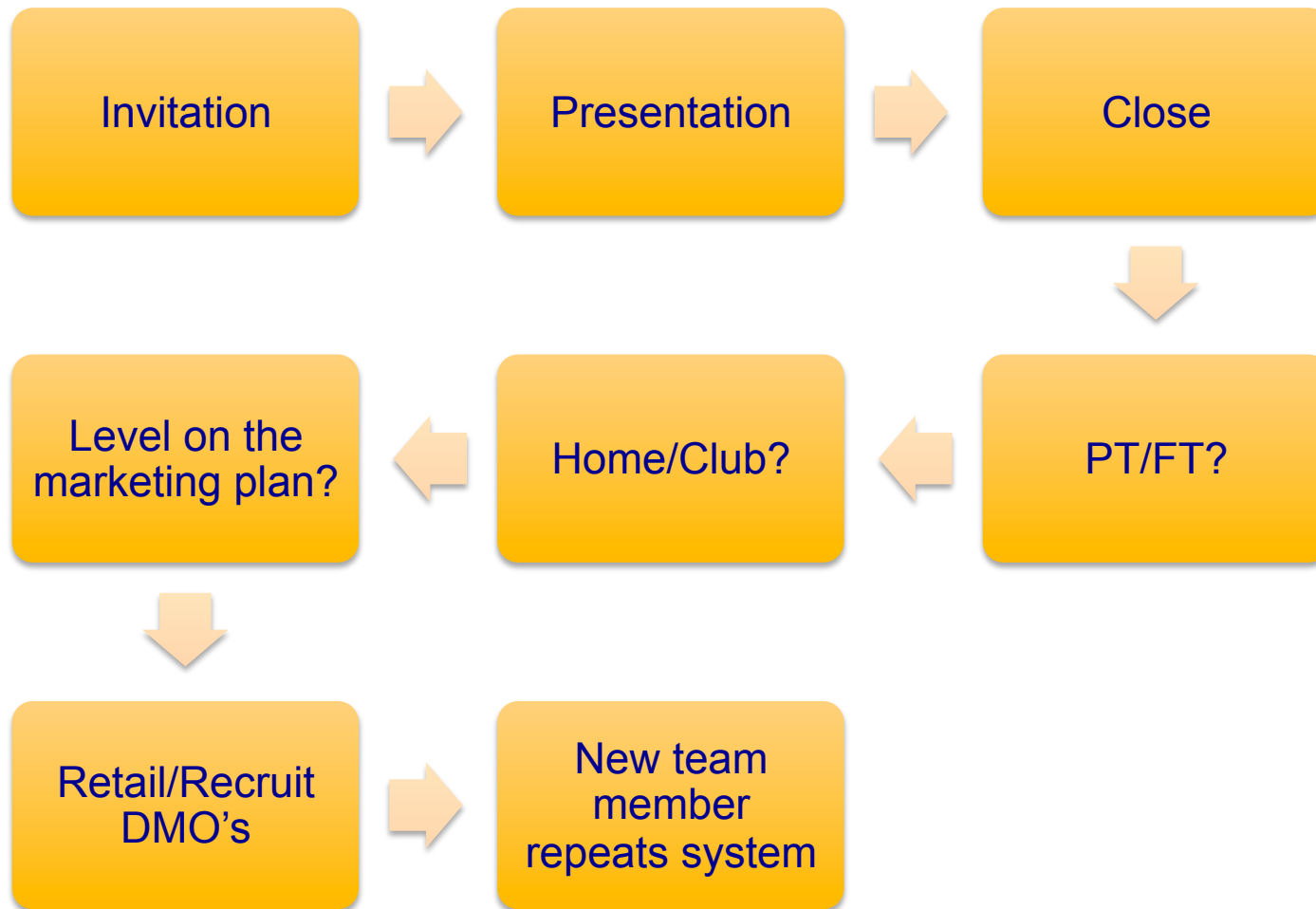
- Let's find out what level you want to enter into at the marketing plan?
  - Product TAB
  - Business Basics TAB
- Let's get you started making money!
  - Getting into Action TAB

# Step by Step

- Enroll your team member into their action plan.
  - Retail DMO's
  - Recruit DMO's
  - Training in a club/from home
  - HOM's, STS's, Quickstart's, LDW's

All while learning retail and recruit skills on MAC

# The System



# Success with MAC

- Chad and Lisa St. Aubin
- Tina Allen

# Training

- It is NOT your job to teach a new team member everything
- It IS your job is to just play chess with each distributor

# How to Play Chess

- **TEACH** a team member how to plug in
  - MAC
  - MVN
  - Focus Group Calls
  - Leadership Team meetings
- **MENTOR** that team member how to enroll a new person through the same system

# How to Play Chess

- Promote the next **TRAINING** for your entire team to plug into
  - Hom's
  - STS's/TP's
  - Quickstart's
  - LDW's

# KISS

- Take yourself out of the game. You are not the show in Herbalife
- If a team member doesn't move, YOU don't move

# What are Herbalife Opportunity Meetings

- HOM's are presentations for a new person to see what the business opportunity is.
- HOM's are what we call **GAME DAY!**
- This is not a **TRAINING** for those of you in this room.

## What are Quickstart's

- A team member can learn the very basic concepts of Herbalife as a business.
- A team member learns how to make money in the first 72 hours of business.
- This is not a training for YOU in the room.

# What are Success Training Seminars

- New team members get to meet Herbalife as a company.
- Veteran team members get to be recognized among their peers for achievements in the business.

# What are Leadership Development Weekends

- A corporate sponsored weekend with guest trainers flown in to teach us how to grow in Herbalife.
- A weekend where teams come together and learn from one another to build a strong distributorship, and strong team members.
- A place to sit down after 90 days and assess.

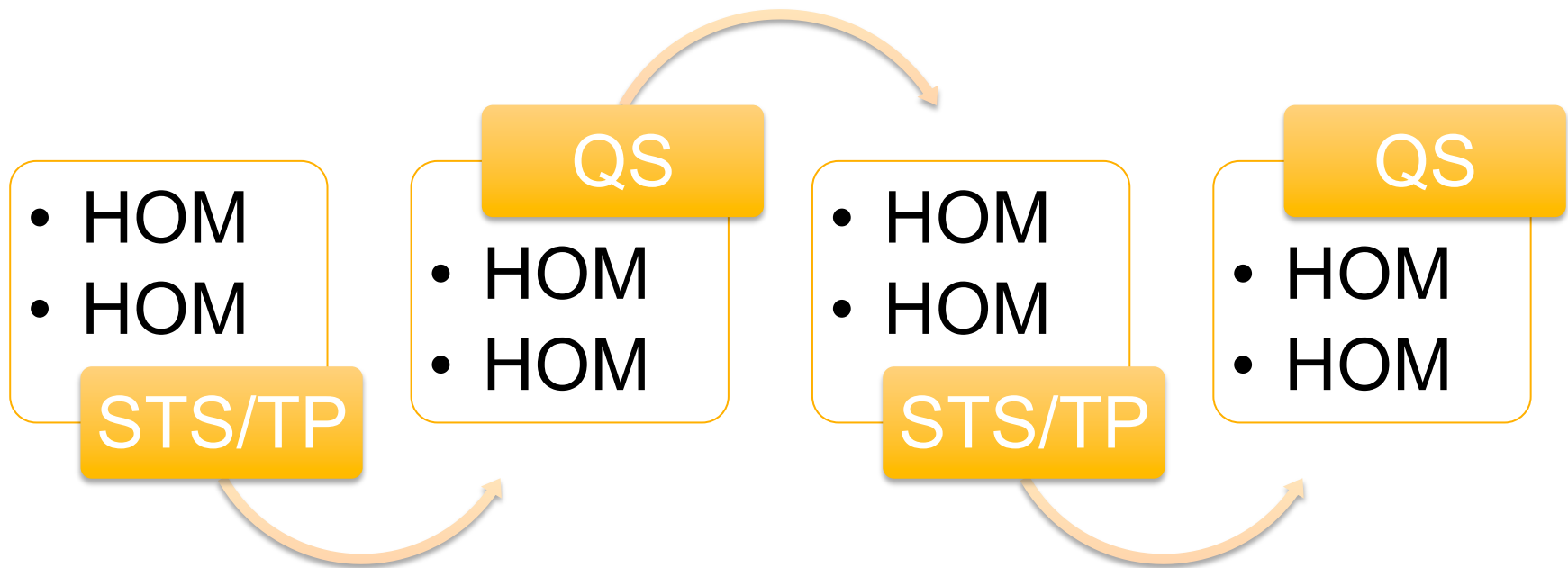
## What are Tipping Points

- The ACTION team learns from one another how to build a strong and ethical Herbalife business in the club model.
- The ACTION team members are recognized among peers for accomplishments in the business.

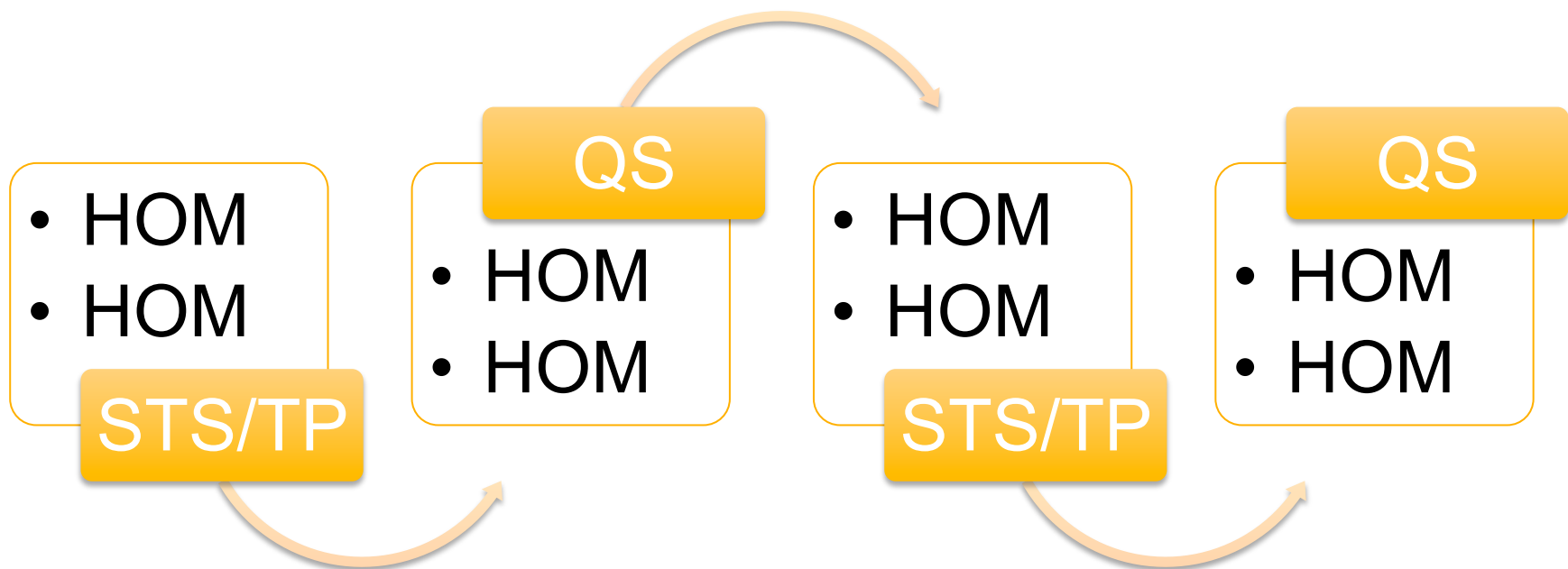
# Build yourself a 90 Day recruit plan

- How many intentional invitations each day?
- Done 6 days a week, is how many a month?
- When you plug those people into the system how many IBPS's does that equal a month?
- When you plug those IBP's into the system, how many supervisors a month?

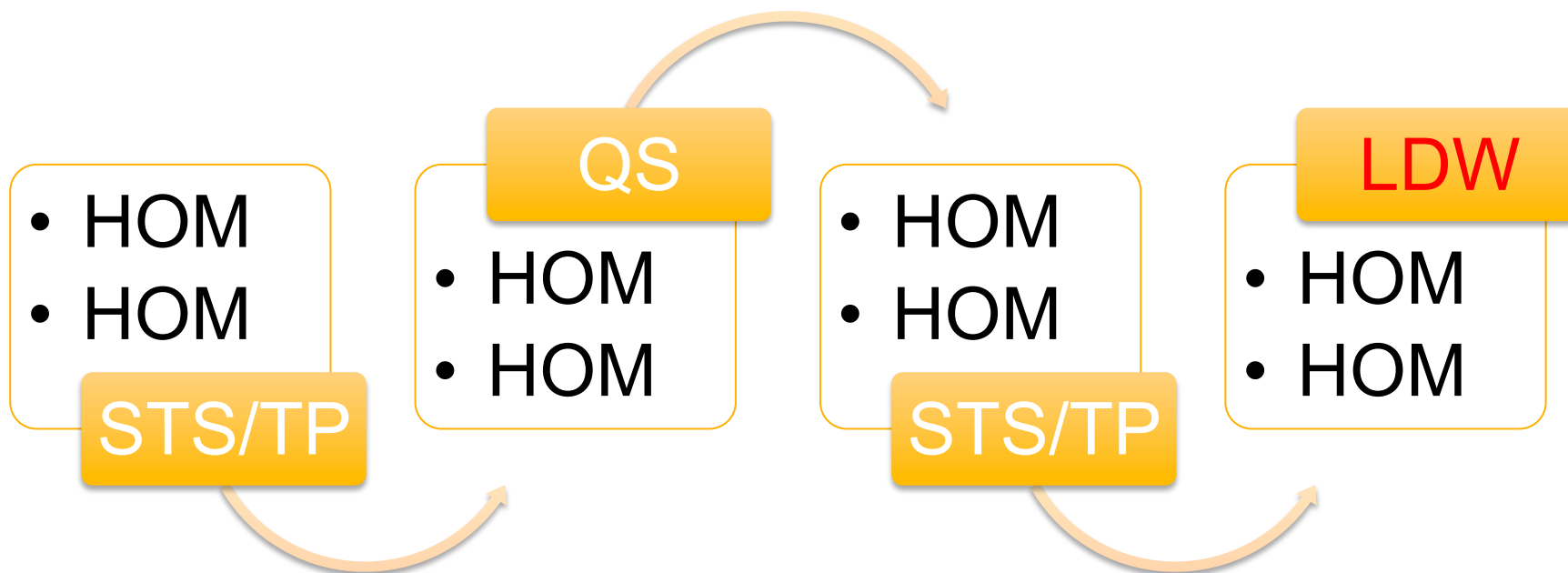
# Month 1



# Month 2



# Month 3



# HOM's near You

- Duluth – Tuesday's 5:30pm & Last Saturday of the month 9:30am
- Fargo and Detroit Lakes – Tuesday's 6:00pm
- Virginia – Tuesday's March 8<sup>th</sup> and 22<sup>nd</sup> 6:00pm
- Grand Rapids – Thursday's 5:30pm
- Waconia – Thursday's 6:00pm

# QuickStart's Near You

- Grand Rapids – Thursday March 24<sup>th</sup> 5:30pm
- Fargo – Saturday March 26<sup>th</sup> 9:00am
- Waconia – Thursday March 24<sup>th</sup> 6:00pm